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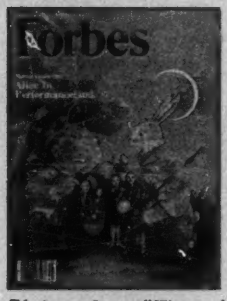
August 29, 1983
Volume 132,
Number 5



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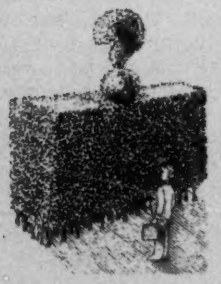

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Illustrations:
41, 138 bottom, Susan Grey; 43, Gary Viskupic; 46, 76, 79, 119, 156, Chas. B. Slackman; 122, Tim Lewis

Cover Illustration: Chas. B. Slackman

Forbes (ISSN 0015 6914) is published biweekly by Forbes Inc., 60 Fifth Ave., New York, N.Y. 10011. Second-class postage paid at New York, N.Y. and at additional mailing offices. Subscription $36 a year, U.S.A. Postmaster: Send address changes to Forbes, 60 Fifth Ave., New York, N.Y. 10011.

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These are exciting times for drug researchers. More new wonders are in the works than ever before. That doesn't mean easy riches for investors.

Here's what's hot

By Christine E. Miles

One of Wall Street's favorite guessing games centers on drug companies: Who will come up with the next blockbuster? The contenders are many. Right now each of 13 drugs among all those in development could rake in annual sales of $200 million within the next few years, enough to improve their makers' earnings *(see table)*.

"I've been in drug research for over 20 years," says Dr. Robert Hodges, Warner-Lambert's vice president for medical affairs, "and I've never seen a greater feeling of anticipation." Merck's head of research, Dr. Roy Vagelos, agrees. "The competition is fantastic," he says, "but it's very stimulating."

It's not so clear that big money can be made easily in drug company stocks. The stock market, for one thing, may already have discounted future increases in drug company earnings. That could bewilder naive investors when their holdings decline in value on good news. Also, none of the new drugs near approval seems likely to become as extraordinarily successful as Tagamet or have the commercial potential of Capoten. "It's hard to have many of those," says Bob Holland, a spokesman for SmithKline Beckman, maker of Tagamet. And then, as always, there's the Food & Drug Administration. Its decisions could limit or deny markets for some promising new drugs. That makes for a lot of uncertainty, and hence risk, in the business.

Consider American Home Products and Upjohn, for example. Just this month, the FDA's Arthritis Advisory Committee will review applications from both companies to market new over-the-counter drugs that relieve arthritis pain. The patent for Upjohn's dominant prescription anti-arthritic, Motrin, expires in 1985. That will leave the lucrative anti-arthritic market wide open, and both Upjohn and American Home could exploit it with a lower-dosage, nonprescription drug containing ibuprofen, Motrin's active ingredient. Yet if the FDA also permits the drugmakers to recommend the drugs in sufficient frequency to deal with severe arthritis, the competition changes. In the "high frequency" market, American Home Products' entry, Advil, might suffer. "It will be going up against the safety record and reputation of the Motrin name," says Frederic Greenberg, drug analyst for Goldman, Sachs.

If, on the other hand, the new drugs get limited to the small-dose, nonprescription market, American Home's strength in the consumer market could discourage Upjohn from trying to compete. Meanwhile, to complicate the competitive situation further, others are already nibbling at the minor-pain market with such drugs as Panadol and Ecotrin.

In the market for antidiabetic drugs, with 20 million patients, of whom 5 million yearly exhibit side effects associated with the disease, Pfizer and AHP are squaring off. That market is actually growing, by about 800,000 new diabetes patients a year in the U.S. Worldwide, the potential market for the drugs is estimated at $1.5 billion. "It doesn't take a marketing genius to see these could be major products," says Arnold Snider, drug analyst at Kidder, Peabody.

Pfizer, at the moment, appears to have an edge with its Sorbinil. "It's early, but we hope we have a drug that will slow down or even reverse complications associated with diabetes," says Pfizer President Gerald Laubach. "Although the clinical investment has been massive, we are prepared to up the ante because all the science says it should work." In the FDA approval process, AHP lags a bit behind Pfizer. But neither drug is likely to appear on the market before 1986.

Expected breakthroughs in disease prevention make up the glamour end of drug investing. Yet solid profit potential exists in many new drugs that are merely "new and improved" versions of older products. Among these, and the truly new entries,

Great expectations

With companies pouring as much as $300 million apiece a year into R&D, more people are playing the earnings projection game. Here are expected gains over the next five years, ranked by sales potential.

Company	Sales potential (millions)	New products	EPS impact	% EPS growth
Merck	$1,460	27	$3.94	70%
Pfizer	1,270	18	2.92	69
SmithKline Beckman	920	22	2.48	45
American Home Products	780	38	0.86	24
Johnson & Johnson	740	26	0.74	30
Eli Lilly	740	19	1.55	29
Upjohn	700	23	4.69	112
Warner-Lambert	600	22	1.08	53
Bristol-Myers	590	23	1.36	26
Squibb	520	7	1.87	62
Syntex	450	20	3.24	80
Schering-Plough	400	20	1.48	44
GD Searle	390	19	1.72	62
Sterling	320	14	0.67	31
Marion Labs	280	8	4.54	384
AH Robbins	270	14	1.81	91

Source: David Saks, with A.G. Becker

here are the ones to watch:

Buspar: Bristol-Myers filed for approval of this tranquilizer in 1982. It's billed as nonaddictive and nonreactive with alcohol. Forecasts put sales around $100 million as early as 1987.

Etoposide: Dr. Stephen Carter, a cancer researcher for Bristol-Myers, calls this the "most commercially important cancer drug" to appear in five years. It complements Platinol, B-M's bestselling chemotherapy drug. Anticancer agents should ring up $650 million in yearly sales by 1986.

Imipenen: A superantibiotic developed by Merck. In animals, at least, versions of the new antibiotic work 10 to 30 times more actively than most conventional antibiotics against serious infections.

Feldene: Analysts say sales of this arthritis drug could surpass $450 million by 1985. Feldene and Sorbinil point up Pfizer's improved productivity from the over $200 million a year it spends on R&D.

Monocid: SmithKline's new antibiotic requires once-daily dosage and can be injected at home by patients. Dr. Thomas Davis, the company's vice president and medical director, says that means "savings to hospitals and patients will be tremendous."

Ridaura: Also from SmithKline comes an arthritis drug made from gold. It could become the most significant drug to appear this year, since its safety record is outstanding. In clinical trials around the world, it stopped the disease from progressing in some patients, and had fewer side effects than other gold-based drugs.

Azactam: Another superantibiotic, Azactam should fetch $200 million a year for Squibb by the late 1980s. Most of Squibb's growth, though, will depend on expanding approved uses for its two big heart drugs, Capoten and Corgard.

Milrinone: Sterling's heart drug Inocor labors under FDA scrutiny. Milrinone, a derivative of Inocor, is more potent, but it may not cause Inocor's side effects. Investors should hope that's the case. Says David Saks, an A.G. Becker analyst: "There is little else in Sterling's pipeline to make the company's prospects more dynamic."

Lopid: It's a heart drug from Warner-Lambert that, in preliminary trials, appeared to reduce attacks in heart patients by 70%. Clinical trials in Helsinki should end next year.

Pramiracetam: A sleeper, this is Warner-Lambert's entry in geriatrics. The drug slows down the process of senility, to the benefit of memory and learning ability. Because of population aging, such drugs are hot. ■

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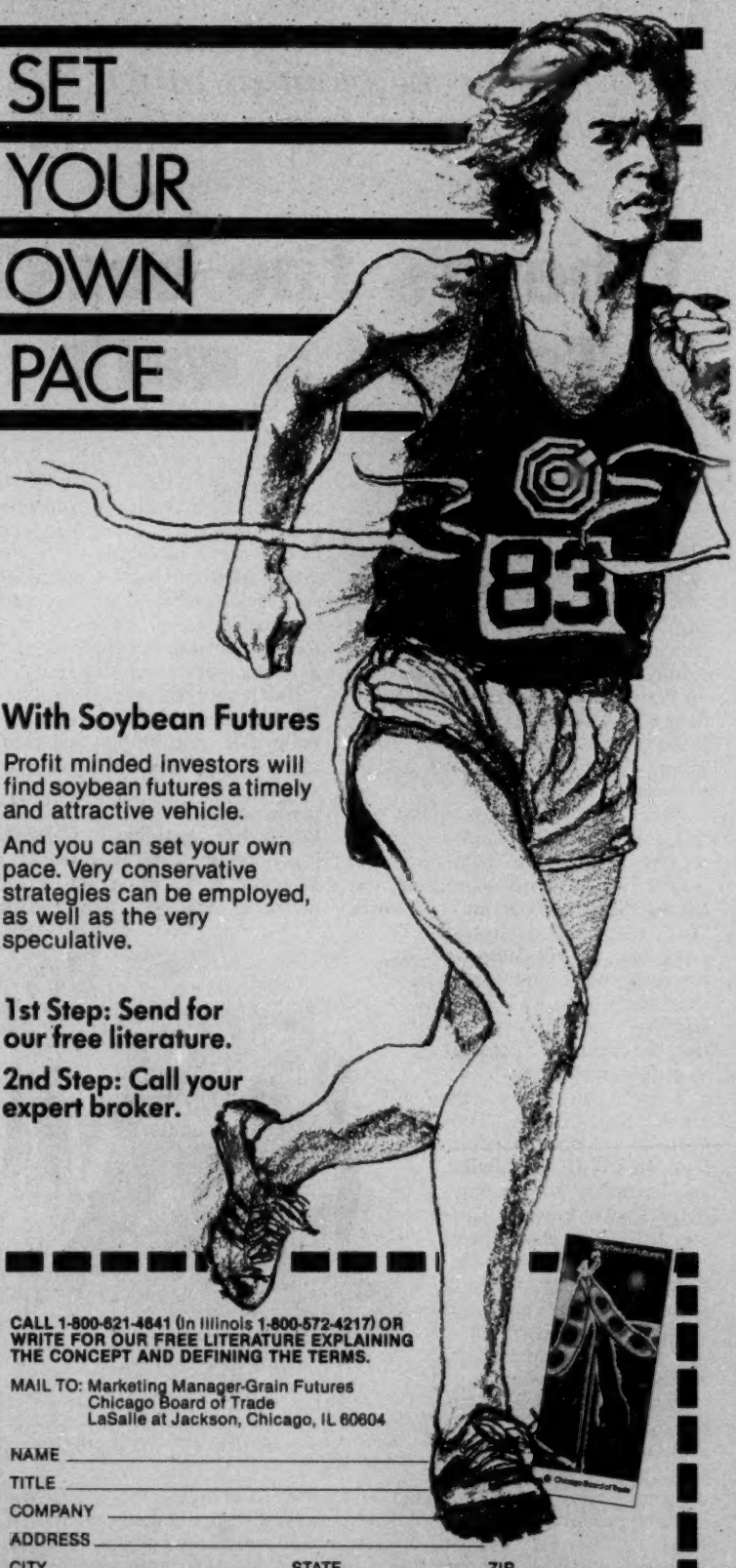

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The time has come, so funds men say, to talk of many things . . . of equities and money funds, turning paupers into kings.

Through the looking glass darkly

By Barbara Rudolph

THERE IS NOTHING SPECIAL about Founders Special Fund. Since Founders was launched in 1969 with only a few million dollars, the number of shareholders has grown slowly but steadily. Until about a year ago there were 7,700 investors and total assets of $30 million. The Denver-based no-load fund hit neither the limelight nor the big time, despite the fact that Founders' net asset value growth over the past 14 years averaged an excellent 15%.

Last August all that changed. Nearly every day now there is a black canvas bag in a corner of the fund's offices, full of uncashed checks from would-be shareholders. "We used to get maybe 10 checks a day," says Founders President Erik Borgen. "Now it's 60, 70. . . . Amazing."

As of early this month, Founders Special's assets stood at $95 million.

Founders Special is not unusual. Mutual funds are back in style. After nearly a decade of net redemptions, sales for the first six months of 1983 hit $22.4 billion, four times the previous record. American Express is paying $1 billion to buy IDS, far from an industry leader. And cocktail party chatter is as apt to be about soaring net asset values as about tax shelters or real estate prices.

There's a dark side to the industry's new popularity, however. Individuals traditionally used mutual funds as file-and-forget investments, with a view to college educations and retirement. Today's new shareholders have far shorter horizons and far higher expectations. They have been attracted, moreover, by a raging bull market that may well have run ahead of the country's economic prospects.

In short, what goes up must come down, and the U.S. mutual fund industry has known plenty of downs in its 59-year history.

But few people in the industry want to think about that. No wonder. Running mutual funds is a highly leveraged business, and while expenses do climb as a fund grows in size, they don't climb anywhere near as fast as revenues. Except for money market funds, where the charges are lower, the average mutual fund management fee is about 0.5% of assets—that is, 50 cents a year for every $100 under management. Since the assets of non-money-market funds recently topped the $100 billion mark, that means that the public is paying an astounding $500 million a year for mutual fund management services—and this doesn't count sales charges.

After all the lean years many mutual fund executives were taken by surprise by this new prosperity. Thus the industry's shareholder services often leave much to be desired. "To a large extent the industry is working with 1960s software," says one fund manager. Unfortunately, shareholder expectations are higher than ever. In an age of automated banking and cash

management accounts, people expect a lot from their mutual funds. "Even with terrific performance, screw up someone's account and you've lost him," says William Hostler, vice president of individual marketing at Vanguard.

A more nagging worry is the question of size. There has never been a definitive correlation between how much money is in a fund and how well it performs. Everyone agrees, though, that it requires more skill to set investment policy at a large fund than at a small one. This makes today's environment unusually difficult. That's because investors have been especially hungry for small growth funds. Janus, for example, jumped from $40 million to more than $240 million over the past year, and Fidelity Select Technology from $2.4 million to $675 million.

Have these highflyers, and others like them, outgrown the ability of their managers? "Before, a couple of good stocks had an impact on my portfolio. Now, they don't register," admits Fidelity Technology's Michael Kassen. "At a certain size, you're like a whale in a goldfish bowl," adds Robert Gintel. Gintel is doing a praiseworthy thing: He promises to close

The honor roll—why the Cheshire cat smiles

One sign of the mutual fund industry's new prosperity: This year's FORBES honor roll is longer than it has been in ten years. To qualify, each fund had to do well in both up and down markets. That required at least a B rating and put such a fund in the top 50% of the industry during good times and the top 25% when the going was rough.

Nearly half of the 27 honorees are new to the list. American General, the top-performing fund family *(see box, p. 78)*, had two new funds on the list, General Venture and Convertible Securities funds. Vanguard's Explorer Fund, which opened in 1967 as one of the first mutuals to invest primarily in high-technology stocks, is also a first-timer.

But other names are almost regulars. Templeton Growth Fund, with a ten-year tenure, has been on the list longest. Mutual Shares, which invests largely in bankrupt companies and other special situations, is an eight-year honor roll veteran.

On the other hand, several familiar names are missing. These include: Charter, Petroleum & Resources, Putnam Voyager, Sigma Ventures and Twentieth Century Growth.

Some of these changes reflect the fact that we have calculated ratings this year on the basis of a new time frame. We measured funds over three up and three down cycles, but this year we replaced the early Seventies bull market with the latest bull market, the one that began last August. Charter Fund, for example, had exceptional performance during its early years but did relatively less well in the recent rally. So it dropped from the honor roll. Thus have we tried to weight the ratings toward current performance and not toward ancient history.

There is also an element of subjectivity in our honor roll selection. FORBES rates funds relative to each other, not on any absolute scale. So, after a bull market like this one, we have raised our minimum standards for bear market performance. Why? Because we think that defensive playing will come into its own again, what with the market up 50% and more in less than a year. That's why we honor funds not only on the basis of how fast they can sprint but also on how well they can hold the pace over long periods of time and under difficult conditions. —B.R.

Welcome to the tea party

No fund is guaranteed to weather all market storms, but the 27 funds on this year's honor roll come close. They have all been consistent performers in both up and down markets.

Name (years on honor roll)	Type	Market ratings UP	Market ratings DOWN	Annual return	Assets (millions)
AMCAP (5)	load	B	B	14.9%	$907.3
American General Comstock (3)	load	B	A	20.4	393.1
Amer Gen Convertible Securities*	closed end	A+	B	16.4	77.9
American General Pace (2)	load	B	B	17.6	1,072.0
American General Venture	load	B	B	17.5	359.1
American National Growth	load	B	B	14.7	103.3
ASA Limited (5)	closed end	A	A	24.4	642.9
Castle Convertible*	closed end	A	B	16.3	38.0
Explorer	no load	A	B	15.1	269.8
Fidelity Destiny	load	A	B	18.8	516.7
Fidelity Magellan (2)	load	A+	B	22.2	1,421.4
Growth Fund of America	load	B	A	15.4	407.6
Highland Capital	closed end	B	A	15.4	15.9
International Investors (4)	load	A	A	24.9	697.5
Janus (2)	no load	B	A	16.3	243.2
Mutual Shares (8)	no load	B	B	21.0	215.3
Naess & Thomas Special	no load	B	B	16.0	46.3
Nicholas (2)	no load	B	B	10.8	160.7
Oppenheimer Equity Income	load	B	B	17.3	64.4
Over-the-counter Securities (2)	load	B	B	20.0	72.5
Pioneer II (2)	load	B	B	19.9	1,011.4
Research Capital	load	A+	A	12.3	111.4
Sherman, Dean	no load	B	A	12.9	5.1
Templeton Growth (10)	load	B	B	16.8	832.1
Tudor	no load	A	B	15.8	81.2
Twentieth Century Select (6)	no load	A+	B	24.7	506.0
Vance, Sanders Special (4)	load	B	B	12.9	138.6

*Balanced fund.

Fund manager ratings—why the March Hare worries

Funds today often run in families. Instead of offering just one all-purpose fund, a manager provides a broad range. It's the Alfred Sloan approach. You don't want a Chevy? How about an Olds? A Caddie, then?

But let this table dispel any illusions: There is no ideal family of funds. So far as results are concerned, the individual fund is what counts, not the family name. No fund family, taken as a group, has a consistently good, never mind excellent, record in both up and down markets.

The data are for stock funds only, and we have included all major managers with three or more equity funds rated by FORBES. Note, too, that we didn't consider managers' bond funds or money market funds; it's equity performance only that we're measuring here.

Specifically, no fund family earned a B or better in both up markets and down markets. Consistency of performance is a worthwhile investment goal. A few individual funds achieve it. But no family even comes close.

Notice, too, the volatility of some fund families. Kemper, for example, posts an A+ in up markets and a D in down markets. And Stein Roe gets an A+ on the way up and a solid F on the way down.

What's the moral? The moral would seem to be that the big fund families are too marketing-oriented. They bring out different funds in response to what the public seems to want. They are more likely to create new products when their marketing men sniff demand than when their stock pickers see opportunity. That may be why every management company with a family of funds has its share of clinkers.—**B.R.**

Off with their heads?

As these composite ratings indicate, no fund manager is a superior all-round performer. This shouldn't be a surprise. But it may be troubling news to those who like to switch assets within a particular fund family.

Name of fund manager	Number of funds rated	Performance in UP markets	Performance in DOWN markets
American General Capital Management	7	A–	C
Capital Research & Management	8	C	B–
Delaware Management Co	3	C	B–
Dreyfus Corp	3	B–	C
Eaton & Howard, Vance Sanders	7	C+	D
Fidelity Management & Research	7	C+	C
Investors Diversified Services Inc	5	B–	D
Kemper Financial Services	3	A+	D
Keystone Custodian Funds	5	C+	F
Massachusetts Financial Services	5	B	D–
National Securities	3	C+	D
NEL Equity Services Corp	4	B–	C+
Neuberger & Berman Management	4	B–	D+
Oppenheimer Asset Management Corp	7	A–	D
T Rowe Price Associates	3	B	F+
Putnam Funds	8	B	D
Safeco Securities	3	C+	C–
Scudder Stevens & Clark Funds	4	B–	D
Security Management	3	B–	D–
J&W Seligman & Co Marketing Inc	5	B–	D
Sigma Shares	4	B	D+
Stein Roe & Farnham Funds	3	A+	F
United Funds	5	C+	D
Value Line Securities	4	C+	B+
Wellington Management	8	C	D+

his $90 million Gintel Fund to new investors when total assets hit $150 million. But few managers are capable of exercising the kind of discipline that forces them to pass up fees today in the theoretical interest of better performance tomorrow.

As the market heats up, mutual funds also face the danger of too much buying and selling. "Portfolio managers can be like fish—they go after the moving lure. They say to themselves, 'Company X hasn't done anything this week, let's move to company Y,'" says George Stasen, portfolio manager of Medical Technology, a respected growth fund with a low, 8% annual turnover rate.

Another problem is the simple pleasure of being in the limelight. Managers who reach the top of performance rankings see their names and photographs in print. That can be a powerful drug. "Intellectually, I know this can't go on. But emotionally, it's different. You reach the top of the quarterly list, and it increases your desire to stay there," says one portfolio manager. In today's market, with value harder to find, that can lead to greater risk. "Stretching standards" is the way one manager describes it.

But how many managers are objective enough about themselves to recognize the difference between stretching and taking normal risks? The ego is a great deceiver. A lot of managers think they will be able to get out at or near the top. "Managers are investing with one foot out the door," says Marshall Front, a partner in Stein Roe & Farnham, recalling 1974, when the exodus from stocks reached panic proportions and managers couldn't liquidate their portfolios without taking terrible beatings. The trouble is, fund managers, like everyone else, tend to run in packs and it's almost impossible for anyone to get out at the top. So, at Scudder Stevens & Clark's Capital Growth Fund, for example, manager Andrew Massie reports that he is now holding 15% cash "as a cushion"—more than Scudder held during the

1973–74 market decline. "I don't know when the market will turn, but I know we'll be in cash before our shareholders want us to," says Gordon Yale of Janus Fund.

That leads to the toughest question of all. Because of the industry's changing demographics, no one knows how today's shareholders will react to a market decline. Statistics here are murky, but managers agree that investors are younger than ever before. During the fourth quarter of last year, individuals under 35 accounted for 9% of new fund sales. By the first quarter of 1983 that figure had swelled to 27%, according to Market Facts, a Chicago-based research firm.

What does this mean? It means that a lot of new investors have never had that awful feeling in the pits of their stomach that comes from knowing their hard-earned capital is melting away and that a flight to liquidity could mean taking serious losses. When it happens, will they cut and run, or stand fast? Chances are they will cut and run. Redemptions could reach serious proportions, driving the market down even further.

But the inevitable panics aside, continued prosperity attracts competition, and everyone knows the banks covet the same money that mutual funds attract. After all, most trust departments have floors of money management professionals. New products packaged in a creative way could lure away fickle first-time fund shareholders—especially if fund performance doesn't meet their expectations. Straw in the wind: Some venturesome banks are already offering "private label" mutual funds.

In short, the industry's present prosperity isn't going to last forever; it never does. So what should the individual investor do? He or she should be careful and think before leaping. Since no bull market lasts forever, it probably makes sense to invest now in a fund that has proved its mettle in bear markets *(see box, p. 77)*. What good does it do to double your money on the way up, only to give it all back, and then some, on the way down? And ponder the advice that mutual fund pioneer Paul Cabot gave FORBES years ago: "Investing is like a sailboat race. Sometimes you sail to the windward, sometimes wind to beam. . . . What counts is not how fast you went with the wind behind you, but where you are when it's all over."

Put it this way: The race almost never goes to the merely swift.

How to use the Forbes fund ratings

This bull market has made lots of ordinary, uninspired mutual fund managers look very good indeed. With the broad-based Wilshire index up more than 50% over the past 12 months, nearly everyone can boast about impressive one-year records. The tables on the following pages are designed to help make sense out of these sometimes misleading claims.

We rate the funds according to performance in both up and down markets. We regard this method as far more meaningful than simply looking at the scores to find out who scored biggest during a period when nearly everyone did well. For what good are spectacular gains when you can't hold on to them when the inevitable reaction sets in. We also take a long-term view of investing. This year's calculations are based on the three up and three down markets that occurred during the 10½-year period shown on the chart on page 80.

FORBES ranks funds relative to one another rather than on an absolute scale. To get a high rating, a fund must perform consistently well in all three up or down periods. In up markets, the top 12.5%, of all funds get an A+; the next 12.5% an A; the next 25%, a B; the next 25%, a C; and the bottom quartile, a D. In down markets, ratings range from A to F, with a similar distribution.

We tinker with our formula so that no fluke performance—good or bad—can have an undue influence on a fund's average performance. We also calculate separately for up and down markets. In essence, we give a fund the chance to escape some of the consequences of a one-time disaster, but we don't allow a brief stroke of good luck to sway us either.

In determining performance ratings and the latest 12 months' return from capital growth, capital gains distributions have been reinvested. But income dividends have not. All results are based on initial investments at net asset value and do not allow for sales charges. The average annual total return for 1973-83 reflects reinvestment of all distributions. Return for income

dividends is based on June 30, 1983 net asset value and income payout for the preceding 12 months. Annual expenses include management fees and operating expenses as a percentage of average net assets.

Mutual fund shareholders should be enjoying fat bull market gains right now, and holding on to them ought to be a major concern. Peruse the figures on the following pages, however, and you will see that star performers in bear markets are few and far between. Only 15 out of a total of 463 stock and balanced funds earned an A for down markets. And plenty of those funds posted dismal scores for up periods. American Growth Fund, Fidelity's Puritan Fund, Founders' Income Fund and Value Line Income Fund, for example, earned Ds for up markets. These funds, in short, were good on the defense but terrible on the offense.

On the other hand, many bull market beauties were bear market bums. Consider Bull & Bear Capital Growth Fund, Fairfield Fund and the Oppenheimer A.I.M. Fund. Aggressive growth funds are almost certainly not going to do as well in a bear market as a conservative fund that sits with large chunks of cash, waiting for the averages to decline.

Sound complicated? It is. People who buy on the simplistic basis of who had the hottest scores over the last year or less are asking for trouble. Pick a fund as carefully as you would a new car, say, or a new house.

In so picking, pay special attention to funds with great discrepancies between bull and bear market performance. These are volatile, high-risk investments. They can be good ways to play an economic turnaround, but they make little sense as long-term holdings. Eat well or sleep well; don't try for both in the same fund.

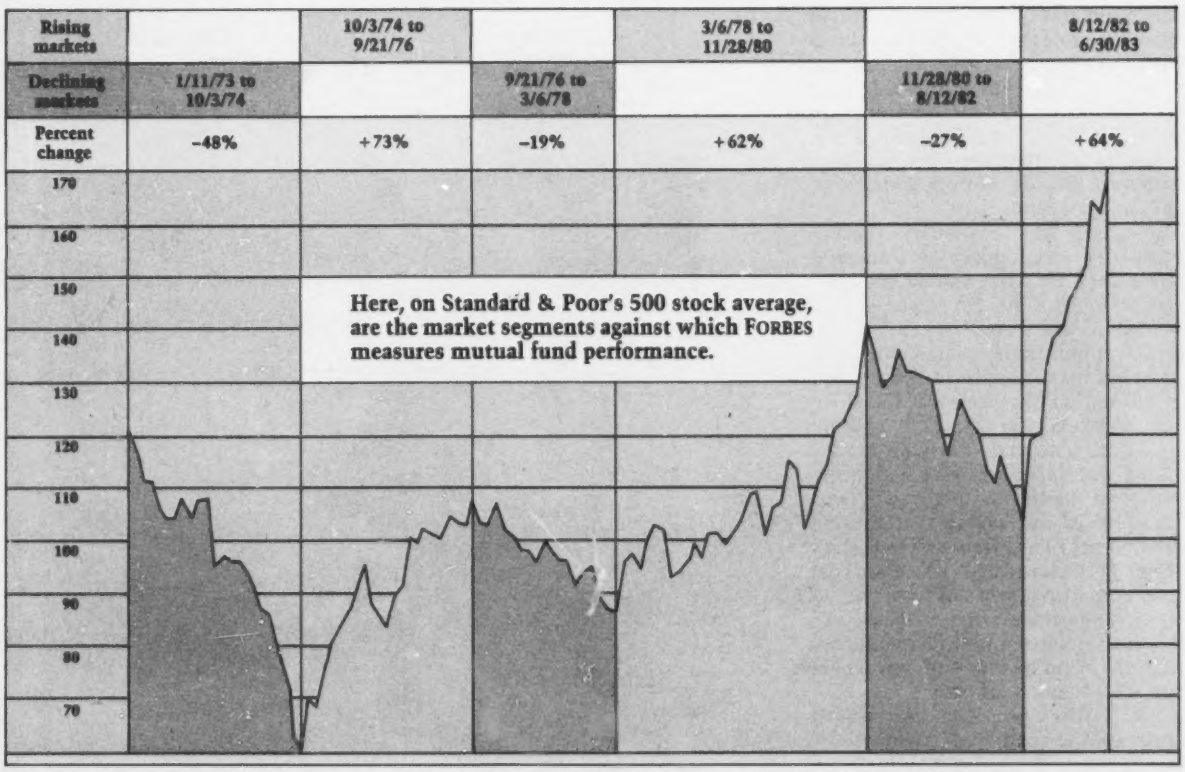
Only fools, of course, make file-and-forget investments. But if you are looking for something for an aged relative or a youngster, limit your selection to funds with above-average performance in both up and down markets. After the stock market surge of the past year, it probably makes sense now to err on the side of caution, giving bear market protection even greater weight than usual.

The FORBES rating system can analyze only the past. That's the weakness of all investment advice. But we feel strongly that our way of evaluating mutual funds makes more sense than the follow-the-crowd approach of looking only at shorter-term performance and ignoring general market conditions.

In the end, the fund you choose will reflect your own view of where the market is headed and, more important, the level of risk you are willing to accept. A fund that would satisfy your nervous Aunt Tilly would probably be one that earned an A in down markets and, perhaps, a B in up markets. Your well-heeled brother-in-law, on the other hand, might be comfortable with a B or C in down markets in order to exploit the A rating in an up period.—**B.R.**

Read before you dial

Obtaining a prospectus is the first step in evaluating any fund investment, and this year our ratings tables include telephone numbers to make that request easier. Most funds have toll-free 800 listings, but these may not work for calls from the state where a management company is based. In such situations, check directory assistance within your area code. Finally, whenever toll-free dialing isn't possible, reverse the charges. Most funds will gladly take collect calls from prospective shareholders.



1983 Fund Ratings

Performance in UP markets	Performance in DOWN markets		Investment results: Average annual total return 1973-83	Investment results: Latest 12 months return from capital growth	Investment results: Latest 12 months return from income dividends	Total assets: 6/30/83 (millions)	Total assets: % change '83 vs '82	Maximum sales charge	Annual expenses per $100
		Standard & Poor's 500 stock average	8.3%	53.4%	4.1%				
		FORBES stock fund composite	10.8%	63.3%	2.9%				
		FORBES balanced fund composite	8.8%	36.4%	7.3%				
		FORBES bond and preferred stock fund composite	7.6%	19.8%	11.4%				
		Stock funds (load)	Group averages 10.6%	64.0%	2.9%				
C	C	Affiliated Fund (212-425-8720)	11.8%	44.2%	5.5%	$2,023.8	41.5%	7.25%	$0.36
C	D	Alpha Fund (800-241-1662)	8.6	92.7	1.9	23.4	90.2	5.00	1.50
B	B	AMCAP Fund (213-486-9200)	14.9	53.9	2.4	907.3	130.3	8.50	0.76
C	C	American Birthright Trust (800-327-4508)	11.6	63.6	none	177.1	54.9	8.50	1.09
B	A	American General Comstock Fund (713-522-1111)	20.4	58.3	3.8	393.1	156.3	8.50	0.72
A	F	American General Enterprise Fund (713-522-1111)	12.2	64.7	2.0	748.7	67.9	8.50	0.69
B	B	American General Pace Fund (713-522-1111)	17.6	60.6	3.2	1,072.0	726.5	8.50	0.71
B	B	American General Venture Fund (713-522-1111)	17.5	65.2	3.5	359.1	336.3	8.50	0.78
D	A	American Growth Fund (800-525-2406)	13.7	44.7	5.1	52.8	75.4	8.50	1.50
D	C	American Leaders Fund (800-245-5051)	8.0	44.6	5.2	47.3	22.2	6.50	1.45
D	B	American Mutual Fund (213-486-9200)	14.1	47.5	5.0	797.5	66.7	8.50	0.51
B	B	American National Growth Fund (409-766-6577)	14.7	87.8	1.7	103.3	97.5	8.50	0.76
•D	•C	American National Income Fund (409-766-6577)	—*	46.2	5.2	37.2	91.8	8.50	0.80
B	D	Axe-Houghton Stock Fund (800-431-1030)	11.7	118.2	0.1	203.3	93.8	8.50	0.88
B	F	BLC Growth Fund (515-247-5711)	8.7	64.1	2.5	19.0	62.4	8.50	1.01
D	B	BLC Income Fund (515-247-5711)	12.1	54.3	5.0	21.7	58.4	8.50	1.00
C	C	Bullock Fund (800-221-5757)	9.4	47.6	3.7	160.5	43.2	8.50	0.82
C	D	The Cardinal Fund (614-464-6811)	9.9	62.3	3.3	17.7	53.9	8.50	1.06
A	F	Centennial Growth Fund (303-770-2345)	9.1	108.9	1.0	30.0	75.4	8.50	1.33
C	F	Chemical Fund (800-221-5233)	6.5	57.2	2.4	1,273.8	43.0	8.50	0.59
B	F	CIGNA Growth Fund[1] (800-225-5151)	8.1	60.5	2.6	199.3	65.5	7.50	0.69
B	F	Colonial Growth Shares (800-225-2365)	6.6	60.5	2.0	72.7	42.6	8.50	1.17
D	C	Commonwlth Fund Indent Plans A&B (617-482-6500)	6.8	31.5	6.9	10.4	20.9	7.50	0.32
D	C	Commonwlth Fund Indent Plan C (617-482-6500)	8.0	32.2	6.1	38.2	24.4	7.50	0.75
D	D	Corp Leaders Tr Fund Certificates Ser B (800-526-4791)	8.3	41.3	5.6	53.5	28.9	†	0.08
C	D	Country Capital Growth Fund (309-557-2444)	6.8	58.6	2.6	61.2	54.2	7.50	0.93
D	B	Decatur Income Fund (800-523-1918)	12.6	36.7	7.3	487.2	39.4	8.50	0.68
D	C	Delaware Fund (800-523-1918)	12.7	63.1	5.8	354.1	61.3	8.50	0.76
B	C	Delta Trend Fund (800-523-1918)	12.7	114.1	0.5	49.0	257.7	8.50	1.40
D	D	Dividend Shares (800-221-5757)	7.6	47.5	4.6	291.5	33.8	8.50	0.82
C	C	The Dreyfus Fund (800-645-6561)	10.3	35.9	4.9	1,880.9	24.1	8.50	0.77
C	C	The Dreyfus Leverage Fund (800-645-6561)	10.2	32.3	6.5	389.3	35.7	8.50	1.00
C	•B	Eagle Growth Shares (212-668-8107)	—*	45.8	4.0	6.3	40.0	8.50	1.33
D	F	Eaton & Howard Stock Fund (617-482-8260)	3.3	40.1	4.5	72.4	25.9	7.25	0.85
C	C	Eaton Vance Growth Fund (617-482-8260)	10.2	58.6	2.5	83.3	72.1	8.50	0.85
B	D	Eaton Vance Special Equities[2] (617-482-8260)	6.7	58.8	1.5	54.4	63.9	7.25	0.99
A+	F	Fairfield Fund (800-223-7757)	12.0	106.2	0.5	67.7	158.4	8.50	1.07
A	B	Fidelity Destiny Fund (800-225-6190)	18.8	86.5	2.3	520.6	111.8	‡	0.70
A+	B	Fidelity Magellan Fund (800-225-6190)	22.2	112.4	0.7	1,365.2	830.0	3.00	0.85
B	D	First Investors Discovery Fund (212-825-7900)	10.9	149.0	0.9	27.5	461.2	8.50	1.50
A	F	First Investors Fund for Growth (212-825-7900)	8.9	98.5	1.7	108.5	113.2	8.50	0.98
D	F	First Investors Natural Resources Fund (212-825-7900)	3.4	62.6	2.2	14.1	74.1	8.50	1.29
D	A	First Investors Option Fund (212-825-7900)	6.5	18.4	3.5	119.1	2.1	†	0.97
D	D	Founders Mutual Fund (800-525-2440)	7.0	56.9	3.8	144.9	42.6	4.00	0.47
A	F	Franklin Custodian-Dynatech Ser (800-227-6350)	10.2	98.2	1.2	40.6	290.4	7.25	1.06

•Fund rated for two periods only; maximum allowable rating A. *Fund not in operation for full period. †Fund not currently selling new shares.
‡Available only through contractual plans. [1]Formerly CG Fund. [2]Formerly Eaton & Howard Growth Fund.

Performance in UP markets	Performance in DOWN markets		Investment results: Average annual total return 1973-83	Latest 12 months: return from capital growth	Latest 12 months: return from income dividends	Total assets: 6/30/83 (millions)	Total assets: % change '83 vs '82	Maximum sales charge	Annual expenses per $100
		Standard & Poor's 500 stock average	8.3%	53.4%	4.1%				
		FORBES stock fund composite	10.8%	63.3%	2.9%				
		FORBES balanced fund composite	8.8%	36.4%	7.3%				
		FORBES bond and preferred stock fund composite	7.6%	19.8%	11.4%				
		Stock funds (load)	Group averages 10.6%	64.0%	2.9%				
C	D	Franklin Custodian-Growth Ser (800-227-6350)	6.1%	70.3%	1.0%	$16.1	126.8%	7.25%	$1.05
D	B	Franklin Custodian-Utilities Ser (800-227-6350)	6.3	17.4	9.0	21.9	71.1	7.25	1.07
B	F	Franklin Option Fund (415-570-3000)	7.2	43.8	2.6	6.6	50.0	7.25	1.33
C	D	Fund of America (713-522-1111)	10.6	74.3	3.3	123.6	77.9	8.50	0.91
A	C	Fund of the Southwest (713-757-5656)	13.1	68.4	1.6	8.0	81.8	7.50	1.01
D	D	Fundamental Investors (213-486-9200)	7.9	57.1	3.7	421.3	44.1	8.50	0.64
B	A	Growth Fund of America (415-421-9360)	15.4	55.4	4.1	407.6	136.0	8.50	0.72
B	•C	The Guardian Park Avenue Fund (212-598-8259)	—*	68.5	3.1	50.3	63.8	8.50	0.67
C	F	Hamilton Funds (303-770-2345)	7.4	56.2	3.1	262.1	33.5	8.50	0.91
A	F	John Hancock Growth Fund (617-421-2909)	6.0	71.4	1.3	49.8	93.0	8.00	1.17
A+	C	IDS Growth Fund (612-372-3131)	14.9	108.9	1.2	682.1	136.8	5.00	0.79
A	F	IDS New Dimensions Fund (612-372-3131)	10.5	82.2	2.5	384.8	88.4	5.00	0.81
C	D	IDS Progressive Fund (612-372-3131)	7.1	65.0	2.0	155.9	64.6	5.00	0.98
D	A	Income Fund of America (415-421-9360)	11.9	34.5	7.3	282.6	33.8	8.50	0.67
C	C	The Investment Co of America (213-486-9200)	11.4	52.5	3.9	2,358.8	53.4	8.50	0.46
C	D	Investment Trust of Boston (617-542-0213)	8.8	57.5	2.5	69.3	47.1	7.25	0.90
A+	D	Investors Research Fund (213-595-7711)	15.6	113.0	3.0	40.6	144.6	8.50	0.95
D	D	Investors Stock Fund (612-372-3131)	7.2	41.5	4.8	1,577.2	29.1	5.00	0.60
C	F	Investors Variable Payment Fund (612-372-3131)	6.3	64.3	3.0	437.8	44.9	5.00	0.68
D	A	ISI Growth Fund (415-832-1400)	8.5	15.6	7.6	14.7	10.5	8.50	1.26
D	A	ISI Income Fund (415-832-1400)	8.1	12.5	8.4	8.3	0.0	8.50	1.19
D	A	ISI Trust Fund (415-832-1400)	8.5	8.4	8.7	106.9	4.0	8.50	0.99
D	C	JP Growth Fund (919-378-2448)	9.7	45.0	5.0	18.5	−14.4	8.00	0.76
A+	D	Kemper Growth Fund (800-621-1048)	13.9	80.4	1.9	255.1	86.3	8.50	0.68
A+	D	Kemper Summit Fund (800-621-1048)	15.7	92.4	1.2	139.0	183.7	8.50	0.71
•B	•B	Lord Abbett Develop Growth (212-425-8720)	—*	100.9	none	339.8	250.7	8.50	0.94
D	D	MagnaCap Fund (800-526-0475)	4.2	36.6	3.9	9.4	64.9	7.25	1.90
A+	C	Mass Capital Development Fund (800-343-2829)	16.0	87.1	1.8	565.0	218.7	7.25	0.83
B	F	Mass Finl Development Fund (800-343-2829)	11.0	80.1	2.1	225.4	83.6	7.25	0.89
B	F	Mass Investors Growth Stock (800-343-2829)	6.8	61.4	2.2	1,073.8	59.9	7.25	0.51
C	F	Massachusetts Investors Trust (800-343-2829)	7.4	49.6	3.9	1,198.9	37.7	7.25	0.61
D	•F	Merrill Lynch Capital Fund (800-631-0749)	—*	41.3	4.1	245.8	91.1	6.50	0.81
D	B	MidAmerica High Growth Fund[3] (319-398-8511)	8.4	39.4	6.5	15.2	25.6	8.50	1.00
D	C	MidAmerica Mutual Fund (319-398-8511)	7.6	43.3	3.9	33.7	22.1	8.50	0.95
D	•F	Mutual Benefit Fund (401-751-8600)	—*	52.7	1.7	10.6	−44.5	8.50	0.93
D	D	Mutual of Omaha Growth Fund (402-397-8555)	5.1	43.7	6.7	21.3	53.2	8.00	1.44
C	F	National Growth Fund (800-223-7757)	4.5	67.3	1.8	110.5	46.6	7.25	0.71
D	C	National Stock Fund (800-223-7757)	10.2	30.8	6.0	242.9	22.4	7.25	0.70
D	C	Nationwide Fund[4] (800-848-0920)	7.7	34.5	5.4	239.1	31.0	7.50	0.66
C	D	Nationwide Growth Fund[5] (800-848-0920)	7.7	63.0	2.6	47.3	73.3	7.50	0.72
D	B	NEL Equity Fund (617-267-6600)	10.4	29.2	5.8	15.6	39.3	8.00	1.13
A	C	NEL Growth Fund (617-267-6600)	15.6	101.3	1.5	172.9	252.1	8.00	0.84
C	C	NEL Retirement Equity Fund (617-267-6600)	8.2	41.5	4.0	71.2	34.6	8.00	0.76
C	•D	New Perspective Fund (213-486-9200)	—*	41.0	5.2	567.3	38.6	8.50	0.79
B	C	New York Venture Fund (800-545-2098)	12.6	72.6	2.1	95.0	87.4	8.50	1.03

•Fund rated for two periods only; maximum allowable rating A. *Fund not in operation for full period. [3]Formerly American Insurance & Industrial Fund. [4]Formerly MIF/Nationwide Fund. [5]Formerly MIF/Nationwide Growth Fund.

1983 Fund Ratings

Performance in UP markets	Performance in DOWN markets		Investment results: Average annual total return 1973-83	Latest 12 months: return from capital growth	Latest 12 months: return from income dividends	Total assets: 6/30/83 (millions)	Total assets: % change '83 vs '82	Maximum sales charge	Annual expenses per $100
		Standard & Poor's 500 stock average	8.3%	53.4%	4.1%				
		FORBES stock fund composite	10.8%	63.3%	2.9%				
		FORBES balanced fund composite	8.8%	36.4%	7.3%				
		FORBES bond and preferred stock fund composite	7.6%	19.8%	11.4%				
		Stock funds (load)	Group averages 10.6%	64.0%	2.9%				
D	C	Old Dominion Investors' Trust (804-539-2396)	10.8%	37.5%	5.1%	$ 4.3	38.7%	0.99%	$1.14
A+	F	Oppenheimer AIM Fund (800-525-7048)	11.5	80.1	1.2	325.3	85.9	8.50	1.02
B	B	Oppenheimer Equity Income Fund[6] (303-770-2345)	17.3	82.0	4.4	64.4	54.4	8.50	1.00
B	F	Oppenheimer Fund (800-525-7048)	6.9	67.7	1.5	351.1	53.3	8.50	1.02
A	•C	Oppenheimer Special Fund (800-525-7048)	—*	56.9	2.0	570.2	125.6	8.50	0.98
A+	D	Oppenheimer Time Fund (800-525-7048)	12.3	94.1	2.5	190.8	157.8	8.50	0.92
B	B	Over-The-Counter Securities Fund (800-523-2578)	20.0	72.5	1.4	72.5	60.0	8.00	1.20
C	B	Paramount Mutual Fund (800-421-4374)	13.0	66.9	1.5	71.5	550.0	8.50	1.23
C	C	Philadelphia Fund (212-668-8107)	11.7	40.7	5.0	121.6	32.0	8.50	0.86
C	D	Pilgrim Fund (800-526-0475)	6.2	24.6	4.1	46.8	11.2	7.25	1.40
B	C	Pilot Fund (713-751-2400)	12.3	93.2	1.4	85.2	70.7	8.00	1.12
C	D	Pioneer Fund (800-225-6292)	13.2	48.2	3.9	1,344.8	51.5	8.50	0.68
B	B	Pioneer II (800-225-6292)	19.9	64.7	3.2	1,011.4	107.3	8.50	0.70
C	C	The Putnam Growth Fund (800-343-0929)	10.4	44.2	5.3	815.9	37.6	8.50	0.60
B	D	Putnam Investors Fund (800-343-0929)	9.4	69.6	1.8	1,072.2	67.1	8.50	0.53
B	C	Putnam Vista Fund (800-343-0929)	12.6	81.0	2.6	159.0	141.3	8.50	1.00
A+	C	Putnam Voyager Fund (800-343-0929)	14.9	89.7	1.2	223.7	154.5	8.50	1.07
A+	A	Research Capital Fund (800-227-6350)	12.3	125.5	3.8	111.4	191.6	7.25	0.96
C	F	Research Equity Fund (800-227-6350)	6.5	50.7	2.0	68.1	45.5	7.25	1.03
B	C	St Paul Capital Fund (612-738-4000)	13.2	70.4	2.6	76.0	68.5	6.00	0.94
A	C	St Paul Growth Fund (612-738-4000)	17.3	82.1	1.9	80.4	119.1	6.00	0.95
A	F	Security Equity Fund (800-255-3557)	12.3	88.9	1.9	298.1	74.4	8.50	0.72
D	C	Security Investment Fund (800-255-3557)	13.3	45.4	6.5	137.3	42.0	8.50	0.69
A	F	Security Ultra Fund (800-255-3557)	15.5	75.5	2.3	104.0	128.1	8.50	1.20
A+	D	Seligman Capital Fund (800-221-2450)	15.5	135.5	none	142.3	225.6	7.25	0.98
C	D	Seligman Common Stock Fund (800-221-2450)	10.2	59.9	4.2	436.3	49.3	7.25	0.57
B	F	Seligman Growth Fund (800-221-2450)	7.1	75.6	1.2	818.1	57.3	7.25	0.56
D	B	Sentinel Common Stock Fund (802-229-3900)	11.5	37.4	5.8	330.0	30.1	8.50	0.89
B	C	Sentinel Growth Fund (802-229-3900)	11.9	88.7	1.6	45.7	88.1	8.50	1.05
C	C	Sentry Fund (800-826-0266)	8.4	54.9	2.6	34.3	56.6	8.00	0.77
B	C	The Shearson Appreciation Fund (212-577-5794)	10.2	54.3	1.6	99.7	602.1	5.00	1.80
B	D	Sigma Capital Shares (800-441-9490)	11.4	67.9	1.6	37.2	69.1	8.50	1.20
D	D	Sigma Investment Shares (800-441-9490)	8.7	39.0	4.2	55.5	31.5	8.50	1.16
B	D	Sigma Special Fund (800-441-9490)	11.8	60.2	1.8	16.5	120.0	8.50	1.41
A+	C	Sigma Venture Shares (800-441-9490)	15.4	85.2	1.0	58.5	157.7	8.50	1.05
D	B	Smith, Barney Income & Growth (212-613-2616)	12.1	41.0	5.3	5.6	47.4	5.00	2.00
D	C	Sovereign Investors (215-972-5490)	9.4	29.8	5.2	12.2	50.6	5.00	1.00
C	F	State Bond Common Stock Fund[7] (507-354-2144)	4.8	48.0	2.7	36.8	36.8	8.50	1.24
D	C	State Bond Diversified Fund[8] (507-354-2144)	8.9	42.8	5.0	9.6	47.7	8.50	0.97
B	F	State Bond Progress Fund[9] (507-354-2144)	7.4	74.7	1.8	8.2	90.7	8.50	1.19
C	D	State Street Investment Corp (617-482-3920)	9.4	59.4	2.8	548.6	48.0	†	0.52
C	•F	Sun Growth Fund (800-343-2829)	—*	60.3	1.8	4.1	36.7	8.50	1.46
A	F	Surveyor Fund (800-221-5233)	9.1	76.8	0.4	126.4	67.4	8.50	1.04
A	F	Technology Fund (800-621-1048)	12.6	65.4	2.4	715.0	59.0	8.50	0.50
B	B	Templeton Growth Fund (800-237-0738)	16.8	61.3	1.9	832.1	63.7	8.50	0.84

•Fund rated for two periods only; maximum allowable rating A. *Fund not in operation for full period. †Fund not currently selling new shares.
[6]Formerly Centennial Equity Income Fund. [7]Formerly Common Stock Fund State Bond & Mortgage Co. [8]Formerly Diversified Fund of State Bond & Mortgage Co. [9]Formerly Progress Fund.

1983 Fund Ratings

Performance in UP markets	Performance in DOWN markets		Investment results: Average annual total return 1973-83	Latest 12 months: return from capital growth	Latest 12 months: return from income dividends	Total assets: 6/30/83 (millions)	Total assets: % change '83 vs '82	Maximum sales charge	Annual expenses per $100
		Standard & Poor's 500 stock average	**8.3%**	**53.4%**	**4.1%**				
		FORBES stock fund composite	**10.8%**	**63.3%**	**2.9%**				
		FORBES balanced fund composite	**8.8%**	**36.4%**	**7.3%**				
		FORBES bond and preferred stock fund composite	**7.6%**	**19.8%**	**11.4%**				
		Stock funds (load)	**Group averages** 10.6%	64.0%	2.9%				
D	D	Transamerica Capital Fund (800-631-0749)	5.8%	34.5%	5.2%	$ 44.2	24.2%	8.00%	$0.90
B	D	Travelers Equities Fund (203-277-0111)	9.3	46.8	3.8	51.6	46.2	8.50	0.84
C	F	United Accumulative Fund (816-283-4000)	8.9	63.5	4.7	523.5	55.7	8.50	0.60
D	C	United Income Fund (816-283-4000)	7.3	60.5	4.8	554.4	43.5	8.50	0.64
C	D	United International Growth Fund (816-283-4000)	7.6	45.1	4.8	79.4	45.2	8.50	0.93
B	F	United Science & Energy Fund (816-283-4000)	7.3	52.6	4.3	198.6	41.5	8.50	0.71
A	C	United Vanguard Fund (816-283-4000)	12.4	81.8	2.3	266.7	237.2	8.50	0.99
B	B	Vance, Sanders Special Fund (617-482-8260)	12.9	50.8	2.8	138.6	60.4	8.50	0.88
C	F	The Wall Street Fund (212-943-1182)	5.8	70.1	1.4	7.5	47.1	8.50	2.55
D	B	Washington Mutual Investors Fund (202-842-5665)	13.1	53.0	4.6	536.1	53.7	8.50	0.58
		Not rated**							
		ABT Arbitrage Fund (800-327-4508)	—*	—	—*	3.8	—	8.50	NA
		Aggressive Growth Shares (800-221-5757)	—*	—	—*	11.7	—	8.50	NA
		Alliance Technology Fund (800-221-7780)	—*	184.1	none	192.4	3,106.7	†	0.61
		Chancellor New Decade Growth Fund (800-221-7984)	—*	95.5	0.9	70.4	173.9	6.75	1.24
		Chancellor Tax-Mgd Utility Fund (800-221-7984)	—*	22.6	none	176.3	58.0	6.75	1.06
		Colonial Corporate Cash Trust (800-225-2365)	—*	5.8	12.3	276.0	3,393.7	2.50	0.95
		Colonial Option Growth Trust (800-225-2365)	—*	74.6	2.2	5.6	107.4	8.50	1.50
		Colonial Option Income Trust (800-225-2365)	—*	32.0	3.5	779.0	244.5	8.50	0.97
		Colonial Tax-Managed Trust (800-225-2365)	—*	26.1	none	375.5	147.0	8.50	0.95
		Dean Witter Dividend Growth Secs (212-938-4554)	—*	44.5	4.2	30.6	108.2	5.50	1.18
		Dean Witter Industry-Valued Secs[10] (212-938-4554)	—*	53.0	2.2	46.3	151.6	5.50	1.01
		Dean Witter Natural Resource Devel[11] (212-938-4554)	—*	49.1	2.3	38.1	43.2	5.50	1.15
		Eaton Vance Tax-Managed Trust (617-482-8260)	—*	27.4	none	552.5	140.0	8.50	0.94
		Eberstadt Energy-Resources Fund (800-221-5233)	—*	47.1	2.1	43.6	42.5	8.50	1.50
		Fidelity Mercury Fund (800-225-6190)	—*	—	—*	118.3	—	3.00	1.50
		Fidelity Select-Energy Portfolio (800-225-6190)	—*	42.4	none	70.5	9,971.4	2.00	1.50
		Fidelity Select-Fin Svcs Portfolio (800-225-6190)	—*	69.0	none	12.0	NM	2.00	1.50
		Fidelity Select-Health Care Port (800-225-6190)	—*	100.0	none	141.1	NM	2.00	1.50
		Fidelity Select-Precious Metals & Min (800-225-6190)	—*	159.3	none	108.4	NM	2.00	1.50
		Fidelity Select-Tech Portfolio (800-225-6190)	—*	162.1	none	670.4	NM	2.00	1.32
		Fidelity Select-Util Portfolio (800-225-6190)	—*	29.3	none	10.3	1,960.0	2.00	1.50
		The 44 Wall Street Equity Fund (800-221-7836)	—*	98.4	none	30.8	56.4	8.50	1.68
		Foster & Marshall Growth Fund (206-344-3500)	—*	47.7	1.8	19.0	113.5	5.00	1.90
		The Greenway Fund[12] (713-626-1919)	—*	89.6	none	5.0	78.6	6.50	2.00
		IDS Discovery Fund (612-372-3131)	—*	88.3	1.6	339.6	301.9	5.00	0.92
		IRI Stock Fund (800-328-1010)	—*	48.8	0.8	8.9	641.7	4.50	2.00
		Kemper Option Income Fund (800-621-1048)	—*	29.7	3.7	95.5	74.6	8.50	0.84
		Mass Finl Emerging Growth Tr (800-343-2829)	—*	126.0	1.0	127.7	4,303.5	7.25	1.50
		Merrill Lynch Basic Value Fund (800-631-0749)	—*	57.9	4.4	234.9	128.1	6.50	0.89
		Merrill Lynch Special Value Fund (800-221-2990)	—*	76.7	1.5	103.7	146.3	6.50	1.29
		National Telecommns & Tech Fund (212-482-8100)	—*	—	—*	140.2	—	8.50	1.12
		Oppenheimer Directors Fund (212-668-5000)	—*	121.6	0.8	267.0	489.4	8.50	0.97
		Oppenheimer Option Income Fund (800-525-7048)	—*	27.6	5.1	65.5	35.3	8.50	0.97
		Oppenheimer Regency Fund (800-525-7048)	—*	—	none	37.7	—	3.00	NA
		Oppenheimer Target Fund (800-525-7048)	—*	140.8	0.7	211.2	1,537.2	6.00	1.23

*Fund not in operation for full period. **Funds that were not offered to the public or whose assets did not exceed $2 million before Sept. 21, 1976, or funds that were not rated because of a change in investment policy. †Fund not currently selling new shares.
[10]Formerly InterCapital Industry-Valued Securities. [11]Formerly InterCapital Natural Resource Development Sec. [12]Formerly The Edson Gould Fund.
NA: Not available. NM: Not meaningful.

1983 Fund Ratings

Performance in UP markets	Performance in DOWN markets		Investment results: Average annual total return 1973-83	Latest 12 months: return from capital growth	Latest 12 months: return from income dividends	Total assets: 6/30/83 (millions)	Total assets: % change '83 vs '82	Maximum sales charge	Annual expenses per $100
		Standard & Poor's 500 stock average	**8.3%**	**53.4%**	**4.1%**				
		FORBES stock fund composite	**10.8%**	**63.3%**	**2.9%**				
		FORBES balanced fund composite	**8.8%**	**36.4%**	**7.3%**				
		FORBES bond and preferred stock fund composite	**7.6%**	**19.8%**	**11.4%**				
		Stock funds (load)	**Group averages**						
			10.6%	**64.0%**	**2.9%**				
		Not rated**							
		Phoenix Growth Fund Series[13] (800-243-1574)	—*	65.0%	4.1%	$ 63.9	71.3%	8.50%	$1.06
		Phoenix Stock Fund Series[14] (800-243-1574)	—*	77.1	2.8	45.8	83.9	8.50	1.15
		Pioneer Three (800-225-6292)	—*	—	—*	93.5	—	8.50	0.40
		Planned Investment Fund (617-742-5900)	—*	28.9	none	4.0	53.9	4.00	4.87
		Prudential-Bache Equity Fund (800-528-6166)	—*	55.8	1.3	13.3	786.7	6.75	1.50
		Prudential-Bache Option Growth Fund (800-528-6166)	—*	—	—*	94.0	—	6.75	NA
		Putnam Capital Fund[15] (800-343-0929)	—*	—	—*	21.0	—	†	NA
		Putnam Health Sciences Trust (800-343-0929)	—*	51.8	1.4	398.1	59.2	8.50	NA
		Putnam Option Income Trust (800-343-0929)	—*	37.3	2.7	159.4	108.6	8.50	1.01
		Rochester Tax Managed Fund (716-232-6930)	—*	51.4	none	7.0	288.9	8.50	4.40
		Sci/Tech Holdings (800-221-2990)	—*	—	—*	604.6	—	8.50	NA
		Strategic Capital Gains (800-527-5027)	—*	67.3	none	8.2	2,633.3	8.50	1.30
		Strategic Investments Fund (800-527-5027)	—*	164.0	4.0	137.0	528.4	8.50	1.10
		Sunbelt Growth Fund (713-751-2400)	—*	88.2	none	193.1	NM	8.00	NA
		Tax-Managed Fund for Util Shares (800-327-4508)	—*	24.9	none	156.3	16.9	8.50	1.02
		Templeton Global Fund (800-237-0738)	—*	80.6	2.9	242.9	94.3	8.50	1.15
		Templeton World Fund (800-237-0738)	—*	60.5	3.3	1,226.6	86.9	8.50	0.85
		World of Technology (800-525-9274)	—*	—	—*	5.5	—	5.00	NA
		Stock funds (no load)	**Group averages**						
			10.8%	**63.9%**	**2.8%**				
B	C	**Acorn Fund** (312-621-0630)	15.3%	53.9%	3.2%	$179.5	76.7%	none	$0.92
B	F	**ADV Fund** (212-908-9582)	6.0	63.1	2.5	30.1	90.5	none	1.78
B	C	**Afuture Fund** (800-523-7594)	11.0	52.6	4.4	47.9	69.3	none	1.60
A	D	**American Investors Fund** (800-243-5353)	8.5	56.3	none	161.3	34.6	none	1.15
B	D	**Armstrong Associates** (214-744-5558)	12.5	52.1	4.2	12.9	67.5	none	1.70
C	F	**David L Babson Investment Fund** (800-821-5591)	5.6	50.9	2.9	249.3	21.2	none	0.60
D	C	**Beacon Hill Mutual Fund** (617-482-0795)	4.6	38.9	0.2	2.6	30.0	none	3.80
C	F	**Boston Co Capital Apprec Fund** (800-343-6324)	5.4	54.2	2.5	247.2	51.3	none	1.07
D	F	**Boston Mutual Fund** (617-828-7000)	5.0	52.1	3.0	5.1	64.5	none	1.53
A	F	**Bull & Bear Capital Growth Fund**[16] (800-431-6060)	10.9	66.0	1.3	105.9	197.5	none	1.42
D	B	**Bull & Bear Equity-Income Fund**[17] (800-431-6060)	10.5	27.2	5.7	5.1	75.9	none	2.02
D	D	**Century Shares Trust** (800-225-6704)	6.5	37.9	4.8	74.7	30.4	none	1.13
C	A	**Charter Fund** (214-742-6567)	15.6	44.0	4.1	76.5	71.1	none	1.25
A	C	**Columbia Growth Fund** (800-547-1037)	14.6	93.8	0.4	148.3	322.5	none	1.15
D	C	**Composite Fund** (800-541-0830)	8.8	46.4	4.6	40.3	80.7	none	0.88
C	B	**Concord Fund** (617-742-7077)	10.6	46.4	3.0	1.9	35.7	†	2.71
A+	F	**The Constellation Growth Fund** (212-557-8787)	17.9	140.0	none	154.8	441.3	none	1.10
C	D	**de Vegh Mutual Fund** (800-221-7780)	8.4	47.1	4.5	71.1	29.7	none	1.12
D	F	**Directors Capital** (212-635-0616)	–14.4	–48.2	none	.4	–55.6	none	18.50
C	D	**Dodge & Cox Stock Fund** (415-981-1710)	9.9	53.0	3.7	26.6	52.9	none	0.75
D	F	**The Drexel Burnham Fund** (212-483-1436)	7.0	36.2	5.3	77.1	108.4	none	1.30
A	C	**Dreyfus Growth Opportunity Fund**[18] (800-645-6561)	14.3	62.7	2.1	358.2	209.6	none	1.10
A	C	**The Dreyfus Third Century Fund** (800-645-6561)	13.7	51.2	3.1	150.7	65.4	none	1.01
D	B	**Energy & Utility Shares** (215-542-8025)	6.9	20.3	9.0	9.0	28.6	none	1.98

*Fund not in operation for full period. **Funds that were not offered to the public or whose assets did not exceed $2 million before Sept. 21, 1976, or funds that were not rated because of a change in investment policy. †Fund not currently selling new shares.
[13]Formerly Phoenix-Chase Growth Fund Series. [14]Formerly Phoenix-Chase Stock Fund Series. [15]Formerly Putnam Duofund. [16]Formerly Capital Shares. [17]Formerly Capamerica Fund. [18]Formerly Dreyfus Number Nine.
NA: Not available. NM: Not meaningful.

Performance in UP markets	Performance in DOWN markets		Investment results: Average annual total return 1973-83	Investment results: Latest 12 months return from capital growth	Investment results: Latest 12 months return from income dividends	Total assets: 6/30/83 (millions)	Total assets: % change '83 vs '82	Maximum sales charge	Annual expenses per $100
		Standard & Poor's 500 stock average	**8.3%**	**53.4%**	**4.1%**				
		FORBES stock fund composite	**10.8%**	**63.3%**	**2.9%**				
		FORBES balanced fund composite	**8.8%**	**36.4%**	**7.3%**				
		FORBES bond and preferred stock fund composite	**7.6%**	**19.8%**	**11.4%**				
		Stock funds (no load)	Group averages: **10.8%**	**63.9%**	**2.8%**				
C	D	**Energy Fund** (212-850-8300)	12.0%	34.1%	5.1%	$367.1	29.4%	none	$0.88
A+	C	**The Evergreen Fund** (914-698-5711)	22.1	80.1	1.6	208.6	124.5	none	1.13
A	B	**Explorer Fund** (800-523-7025)	15.1	105.4	0.5	269.8	493.0	none	0.82
D	•D	**Farm Bureau Growth Fund** (800-247-4170)	—*	30.2	5.6	48.3	37.6	none	0.81
B	C	**Fidelity Contrafund** (800-225-6190)	12.4	53.3	3.7	86.9	53.0	none	1.00
C	A	**Fidelity Equity-Income Fund** (800-225-6190)	17.8	56.6	6.3	647.7	190.7	none	0.82
C	C	**Fidelity Fund** (800-225-6190)	11.0	60.7	4.3	691.8	60.0	none	0.73
D	A	**Fidelity Puritan Fund** (800-225-6190)	12.5	38.8	7.3	818.3	37.7	none	0.66
B	F	**Fidelity Trend Fund** (800-225-6190)	6.6	58.9	2.0	672.5	50.0	none	0.78
C	B	**Financial Dynamics Fund** (800-525-9831)	12.4	67.8	1.7	101.4	96.1	none	0.66
C	C	**Financial Industrial Fund** (800-525-9831)	12.0	51.3	5.2	395.9	45.6	none	0.64
D	B	**Financial Industrial Income Fund** (800-525-9831)	14.1	44.8	5.4	222.6	50.1	none	0.63
A+	D	**The 44 Wall Street Fund** (800-221-7836)	15.4	100.9	none	248.4	151.7	none	1.11
B	D	**Founders Growth Fund** (800-525-2440)	10.7	66.0	2.7	52.6	68.6	none	1.37
D	A	**Founders Income Fund** (800-525-2440)	9.9	24.0	6.5	6.7	31.4	none	1.50
A	C	**Founders Special Fund** (800-525-2440)	13.2	107.8	1.1	100.2	234.0	none	1.42
D	D	**Foursquare Fund** (617-482-8260)	5.7	39.0	3.2	5.8	18.4	none	2.70
C	C	**General Securities** (612-332-1212)	11.2	53.2	3.5	13.4	47.3	none	1.50
B	D	**Growth Industry Shares** (312-346-4830)	11.0	77.5	1.4	70.2	82.8	none	0.94
B	C	**Guardian Mutual Fund** (800-225-1596)	14.2	57.6	3.8	307.3	84.5	none	0.76
A+	D	**Hartwell Growth Fund** (212-247-8740)	14.3	111.1	none	14.5	119.7	none	2.30
A+	D	**Hartwell Leverage Fund** (212-247-8740)	20.6	129.5	none	71.9	376.2	none	1.40
B	F	**Herold Fund** (203-869-2585)	5.7	57.4	none	2.0	25.0	†	2.66
C	D	**Istel Fund** (212-702-0174)	9.0	36.2	5.8	121.6	28.3	none	1.06
B	F	**Ivest Fund** (800-523-7025)	6.0	68.4	1.8	196.9	63.8	none	1.16
C	D	**Ivy Fund** (617-749-1416)	8.2	56.6	5.1	103.3	81.2	none	1.28
B	A	**Janus Fund** (800-525-3713)	16.3	74.9	1.8	243.2	441.7	none	1.31
C	F	**Keystone Custodian Funds K-2** (800-225-2618)	5.3	72.3	2.9	160.3	56.9	none	0.80
D	F	**Keystone Custodian Funds S-1** (800-225-2618)	4.6	51.0	3.3	74.0	43.4	none	0.82
B	F	**Keystone Custodian Funds S-3** (800-225-2618)	9.6	75.8	2.2	155.8	72.4	none	0.76
A+	F	**Keystone Custodian Funds S-4** (800-225-2618)	9.5	116.9	0.2	720.4	104.7	none	0.80
A	D	**Lexington Growth Fund** (800-526-4791)	11.0	68.9	0.9	49.0	274.1	none	1.56
C	D	**Lexington Research Fund** (800-526-4791)	9.7	60.6	3.5	131.8	72.1	none	1.07
•C	•A	**Lindner Fund** (314-727-5305)	—*	45.1	3.6	270.8	209.1	none	1.33
A	C	**Loomis-Sayles Capital Development** (800-225-7670)	15.1	109.4	1.7	162.4	142.0	none	0.81
C	D	**Mairs & Power Growth Fund** (612-222-8478)	8.1	65.7	2.2	20.4	61.9	none	1.03
B	F	**Manhattan Fund** (212-850-8300)	4.3	68.0	2.7	79.9	55.5	none	1.50
C	D	**Horace Mann Fund** (217-789-2500)	8.1	82.2	1.1	78.2	54.6	†	0.89
B	D	**Mathers Fund** (312-236-8215)	12.3	58.9	2.5	224.3	40.6	none	0.63
B	D	**W L Morgan Growth Fund** (800-523-7025)	11.2	77.8	1.8	416.0	99.0	none	1.04
B	B	**Mutual Shares** (212-908-4047)	21.0	44.3	4.3	215.3	65.6	none	0.78
B	B	**Naess & Thomas Special Fund** (212-269-6500)	16.0	117.2	1.3	46.3	243.0	none	2.19
B	C	**National Aviation & Technology** (212-482-8100)	13.7	58.9	3.0	107.7	47.3	none	1.25
C	F	**National Industries Fund** (213-277-1450)	6.7	28.3	4.3	32.0	25.5	none	1.70
B	F	**Neuwirth Fund** (800-221-7780)	8.9	93.4	1.0	28.8	92.0	none	1.79

•Fund rated for two periods only; maximum allowable rating A. *Fund not in operation for full period. †Fund not currently selling new shares.

1983 Fund Ratings

Performance in UP markets	Performance in DOWN markets		Investment results: Average annual total return 1973-83	Latest 12 months: return from capital growth	Latest 12 months: return from income dividends	Total assets: 6/30/83 (millions)	Total assets: % change '83 vs '82	Maximum sales charge	Annual expenses per $100
		Standard & Poor's 500 stock average	8.3%	53.4%	4.1%				
		FORBES stock fund composite	10.8%	63.3%	2.9%				
		FORBES balanced fund composite	8.8%	36.4%	7.3%				
		FORBES bond and preferred stock fund composite	7.6%	19.8%	11.4%				
		Stock funds (no load)	Group averages 10.8%	63.9%	2.8%				
B	D	Newton Growth Fund (414-347-1141)	9.0%	100.8%	1.6%	$ 35.7	128.9%	none	$1.11
B	B	Nicholas Fund (414-272-6133)	10.8	80.6	2.4	160.7	186.5	none	0.95
D	C	North Star Stock Fund (612-371-7875)	9.1	58.7	2.8	39.5	131.0	none	0.80
B	D	Omega Fund (617-357-8480)	9.4	51.2	1.1	32.7	39.2	none	1.39
D	C	The One Hundred & One Fund (303-837-1020)	9.9	79.2	3.1	1.2	50.0	none	2.00
B	D	The One Hundred Fund (303-837-1020)	6.4	93.6	0.6	15.6	66.0	none	1.75
C	D	The One William Street Fund (800-221-5350)	9.8	63.2	3.0	393.8	55.7	none	0.63
C	•C	Partners Fund (212-850-8300)	—*	32.2	6.4	140.3	88.6	none	0.97
C	C	Penn Square Mutual Fund (800-523-8440)	12.0	51.3	4.8	178.4	41.5	none	0.66
A	C	Pennsylvania Mutual Fund (800-221-4268)	14.5	98.1	0.5	78.5	194.0	none	1.51
D	D	Pine Street Fund (800-221-7780)	9.9	51.0	4.0	45.0	30.4	none	1.14
A	C	Plitrend Fund (713-757-5656)	15.5	73.5	2.3	76.5	352.7	none	1.11
A	•D	Precious Metals Holdings (617-338-4220)	—*	105.9	3.7	80.0	83.9	none	1.25
C	F	T Rowe Price Growth Stock Fund (800-638-5660)	3.2	47.9	3.1	1,114.5	38.9	none	0.51
B	D	T Rowe Price New Era Fund (800-638-5660)	10.7	47.3	4.5	486.0	42.1	none	0.71
A+	F	T Rowe Price New Horizons Fund (800-638-5660)	9.1	96.0	1.0	1,675.3	112.7	none	0.56
D	F	PRO Fund (800-523-0864)	2.7	56.5	2.8	42.5	47.6	none	1.27
•D	•A	Qualified Dividend-Portfolio I (800-523-7025)	—*	47.8	6.4	44.3	151.7	none	0.80
•A	•C	Quasar Associates (800-221-7780)	—*	114.9	0.6	43.6	161.1	none	1.25
C	D	SAFECO Equity Fund (800-426-6730)	10.8	40.7	5.3	35.9	32.0	none	0.64
A	D	SAFECO Growth Fund (800-426-6730)	13.4	73.7	2.2	66.9	87.4	none	0.60
D	B	SAFECO Income Fund (800-426-6730)	11.7	42.9	6.5	20.6	44.1	none	0.63
B	F	Scudder Capital Growth Fund (800-225-2470)	8.2	72.9	2.2	230.9	143.8	none	0.85
C	F	Scudder Common Stock Fund (800-225-2470)	8.2	50.3	3.1	260.3	86.3	none	0.86
A	C	Scudder Development Fund (800-225-2470)	11.5	64.3	1.9	252.9	184.8	none	1.28
D	D	Selected American Shares (800-621-7321)	4.7	32.9	6.2	80.4	23.5	none	1.02
C	F	Selected Special Shares (800-621-7321)	6.5	77.9	1.6	38.2	58.5	none	1.32
C	A	Sequoia Fund (212-245-4500)	18.4	35.5	4.7	310.6	107.3	†	1.10
B	A	Sherman, Dean Fund (212-577-3850)	12.9	57.1	1.4	5.1	10.9	none	1.91
B	•F	Sierra Growth Fund (213-277-1450)	—*	58.8	1.5	7.2	140.0	none	2.04
B	D	Smith, Barney Equity Fund (800-225-1525)	9.2	58.5	3.0	68.0	42.3	none	1.08
D	F	Steadman Amer Industry Fund Tr (800-424-8570)	1.5	53.2	1.2	14.4	33.3	none	4.33
D	D	Steadman Investment Fund (800-424-8570)	3.7	30.4	4.3	15.9	19.6	none	2.71
C	D	Steadman Oceanographic Fund (800-424-8570)	4.9	47.2	1.6	9.9	35.6	none	4.13
A+	F	Stein Roe & Farnham Cap Opportun (800-621-0320)	14.1	105.9	0.6	401.3	263.2	none	0.95
A	F	Stein Roe & Farnham Stock Fund (800-621-0320)	9.4	82.2	1.7	320.3	88.5	none	0.66
•B	•D	Stratton Growth Fund (215-542-8025)	—*	70.3	1.5	12.9	122.4	none	1.80
A	B	Tudor Fund (800-223-3332)	15.8	111.2	1.2	81.2	283.0	none	1.35
A+	D	20th Century Growth Investors (816-531-5575)	22.6	86.5	0.3	675.8	158.0	none	1.08
A+	B	20th Century Select Investors (816-531-5575)	24.7	106.5	0.5	506.0	924.3	none	1.08
•A	•D	United Services Gold Shares (800-531-5777)	—*	171.0	3.8	314.7	413.4	none	1.07
C	A	The Value Line Fund (800-223-0818)	15.2	38.2	5.3	194.2	166.4	none	0.67
D	A	The Value Line Income Fund (800-223-0818)	14.6	29.2	7.5	130.0	84.4	none	0.78
C	B	Value Line Levgd Growth Investors (800-223-0818)	16.1	45.4	3.0	229.6	383.4	none	0.84
A	C	The Value Line Special Situations (800-223-0818)	14.9	79.4	2.4	380.6	218.0	none	1.02

•Fund rated for two periods only; maximum allowable rating A. *Fund not in operation for full period. †Fund not currently selling new shares.

1983 Fund Ratings

Performance in UP markets	Performance in DOWN markets		Investment results: Average annual total return 1973-83	Latest 12 months: return from capital growth	Latest 12 months: return from income dividends	Total assets: 6/30/83 (millions)	Total assets: % change '83 vs '82	Maximum sales charge	Annual expenses per $100
		Standard & Poor's 500 stock average	8.3%	53.4%	4.1%				
		FORBES stock fund composite	10.8%	63.3%	2.9%				
		FORBES balanced fund composite	8.8%	36.4%	7.3%				
		FORBES bond and preferred stock fund composite	7.6%	19.8%	11.4%				
		Stock funds (no load)	Group averages 10.8%	63.9%	2.8%				
•C	•F	Vanguard Index Trust (800-523-7025)	—*	51.7%	4.0%	$ 188.5	135.9%	none	$0.39
D	D	Variable Stock Fund (413-785-5811)	7.0%	44.4	3.0	6.7	36.7	none	1.24
A+	D	Weingarten Equity Fund (212-557-8787)	16.6	114.4	none	129.4	264.5	none	1.10
C	B	Windsor Fund (800-523-7025)	14.3	50.4	5.1	1,564.3	70.3	none	0.69
		Not rated**							
		American Express Growth Fund (800-343-1300)	—*	61.6	0.9	11.4	NM	none	1.50
		Analytic Optioned Equity Fund (714-833-0294)	—*	26.7	3.5	45.0	169.5	none	1.48
		Boston Co Special Growth Fund (800-343-6324)	—*	107.8	none	8.4	2,000.0	none	1.43
		Bridges Investment Fund (402-397-4700)	—*	33.4	5.7	3.0	42.9	none	1.15
		Calvert Equity Fund (800-368-2748)	—*	—	—*	9.3	—	none	NA
		Copley Tax-Managed Fund (617-674-8459)	—*	31.4	none	4.4	158.8	none	1.50
		Dean Witter Developing Growth Sec Tr (212-938-4554)	—*	—	—*	198.5	—	none	0.85
		The Dividend/Growth Fund (800-638-2042)	—*	13.1	5.0	3.8	111.1	none	2.50
		The Evergreen Total Return Fund (914-698-5711)	—*	47.9	5.2	38.7	125.0	none	1.29
		Federated Stock Trust (800-245-4270)	—*	47.8	4.4	17.7	1,006.3	none	0.45
		Fidelity Asset Investment Trust (800-225-6190)	—*	92.3	none	96.9	236.5	none	1.10
		Fiduciary Capital Growth Fund (414-271-6666)	—*	84.7	1.3	16.2	980.0	none	2.00
		Finomic Investment Fund (713-659-2611)	—*	77.4	none	6.5	91.2	none	1.90
		Gateway Option Income Fund (513-621-7774)	—*	21.0	4.0	18.4	–12.0	none	1.45
		Gintel ERISA Fund (800-243-5808)	—*	39.8	4.0	45.6	204.0	none	1.60
		Gintel Fund (800-243-5808)	—*	55.3	3.3	87.9	91.9	none	1.40
		Golconda Investors (800-431-6060)	—*	48.6	3.5	23.3	275.8	none	1.76
		The GSC Performance Fund (803-271-7622)	—*	51.2	2.1	12.9	87.0	none	2.33
		Hutton Investment-Emerging Gr Ser (212-742-5000)	—*	—	—*	161.0	—	none	2.40
		Hutton Investment-Growth Series (212-742-5000)	—*	68.3	1.4	391.3	1,440.6	none	2.12
		LBKL Capital Opportunity Fund (800-221-5350)	—*	78.8	2.4	37.8	106.6	none	1.33
		Legg Mason Value Trust (800-368-2578)	—*	77.5	1.2	28.6	2,500.0	none	1.50
		Lehman Capital Fund (800-221-5350)	—*	88.7	2.5	113.5	197.9	none	1.22
		Leverage Fund of Boston (800-225-6265)	—*	65.6	1.3	43.7	27.0	none	1.26
		Lexington Goldfund (800-526-4791)	—*	107.0	0.2	7.4	722.2	none	1.50
		Mairs & Power Income Fund (612-222-8478)	—*	41.7	6.8	2.8	55.6	none	1.39
		Medical Technology Fund (800-523-0864)	—*	87.0	0.2	72.6	305.6	none	1.47
		Midwest Gp-Bartlett Basic Value (800-543-8721)	—*	—	—*	4.3	—	none	NA
		Mutual Qualified Income Fund (212-908-4047)	—*	39.9	2.5	44.7	241.2	none	1.48
		The "New Beginning" Growth Fund (612-332-3223)	—*	—	—*	9.8	—	none	1.50
		North Star Regional Fund (612-371-7875)	—*	63.6	2.1	45.5	195.5	none	1.00
		Northeast Investors Growth Fund (800-225-6704)	—*	44.3	1.7	3.9	129.4	none	2.00
		Nova Fund (617-890-4415)	—*	65.8	1.2	30.6	121.7	none	1.70
		Pax World Fund (603-431-8022)	—*	43.6	3.8	10.0	88.7	none	1.50
		P-C Capital Fund (617-956-1516)	—*	43.3	8.9	7.7	–4.9	†	0.79
		T Rowe Price Growth and Inc Fund (800-638-5660)	—*	—	—*	142.3	—	none	0.87
		Prudential-Bache Research Fund (212-791-4654)	—*	—	—*	150.7	—	none	NA
		Quest for Value Fund (212-668-5482)	—*	82.1	2.2	10.1	80.4	none	2.48
		The Rainbow Fund (212-509-8532)	—*	45.3	none	1.8	12.5	none	4.65
		Royce Value Fund (800-221-4268)	—*	—	—*	5.6	—	none	NA

•Fund rated for two periods only; maximum allowable rating A. *Fund not in operation for full period. **Funds that were not offered to the public or whose assets did not exceed $2 million before Sept. 21, 1976, or funds that were not rated because of a change in investment policy. †Fund not currently selling new shares. NA: Not available. NM: Not meaningful.

Performance in UP markets	Performance in DOWN markets		Investment results: Average annual total return 1973-83	Latest 12 months: return from capital growth	Latest 12 months: return from income dividends	Total assets: 6/30/83 (millions)	Total assets: % change '83 vs '82	Maximum sales charge	Annual expenses per $100
		Standard & Poor's 500 stock average	8.3%	53.4%	4.1%				
		FORBES stock fund composite	10.8%	63.3%	2.9%				
		FORBES balanced fund composite	8.8%	36.4%	7.3%				
		FORBES bond and preferred stock fund composite	7.6%	19.8%	11.4%				
		Stock funds (no load)	Group averages 10.8%	63.9%	2.8%				
		Not rated**							
		St Paul Fiduciary Fund (612-738-4000)	—*	68.0%	0.8%	$ 7.2	166.7%	none	$1.50
		SteinRoe Special Fund (800-621-0320)	—*	98.5	1.3	119.5	142.4	none	0.96
		SteinRoe Universe Fund (800-621-0320)	—*	90.4	1.6	336.4	192.3	none	1.10
		Trustees' Commingled Eq-US Port (800-523-7025)	—*	56.6	4.7	243.8	132.9	none	0.63
		20th Century ULTRA Investors (816-531-5575)	—*	141.5	none	509.6	1,255.3	none	1.07
		Unified Growth Fund (800-862-7283)	—*	63.0	1.8	10.5	200.0	none	1.28
		United Services Group—GBT Fund (800-531-5777)	—*	36.4	1.2	15.3	750.0	none	2.18
		USAA Mutual Fund-Growth Fund (800-531-8181)	—*	73.1	1.9	109.4	100.7	none	1.23
		USAA Mutual Fund-Sunbelt Era Fund (800-531-8181)	—*	109.0	0.2	70.6	1,076.7	none	1.45
		Valley Forge Fund (215-688-6839)	—*	33.9	5.0	3.0	87.5	none	2.00
		Funds for investing abroad	Group averages 9.5%	45.6%	2.1%				
D	C	Canadian Fund (800-221-5757)	6.8%	66.3%	3.6%	$ 27.2	51.1%	8.50%	$1.30
A	A	International Investors (800-221-2220)	24.9	118.2	4.0	697.5	243.1	8.50	1.01
D	F	Keystone International Fund (800-225-2618)	2.2	43.0	1.8	33.1	22.1	none	1.68
C	D	Putnam International Equities (800-343-0929)	8.2	47.7	1.5	42.3	33.0	8.50	1.82
D	C	Scudder International Fund (800-225-2470)	6.9	37.4	2.6	108.7	90.4	none	1.19
C	C	Transatlantic Fund (212-747-0440)	8.1	29.4	1.6	34.6	25.4	none	1.44
		Not rated**							
		Alliance International Fund (212-269-1500)	—*	37.8	1.5	37.1	92.2	none	1.60
		Bailard, Biehl & Kaiser Intl Fund (415-571-5800)	—*	36.8	0.7	20.0	49.3	none	2.04
		First Investors Intl Secs Fund (212-825-7900)	—*	53.8	0.7	8.0	1,500.0	8.50	1.57
		G T Pacific Fund (415-392-6181)	—*	17.0	2.4	14.0	22.8	none	1.50
		Kemper International Fund (800-621-1048)	—*	37.2	2.5	36.3	83.3	8.50	1.45
		Merrill Lynch Pacific Fund (800-225-5150)	—*	33.3	2.2	45.7	25.6	6.50	1.35
		T Rowe Price International Fund (800-638-5660)	—*	35.0	1.7	93.7	35.0	none	1.16
		Templeton Foreign Fund (800-237-0738)	—*	—	—*	16.0	—	8.50	NA
		Trustees' Commingled Eq-Intl Port (800-523-7025)	—*	—	—*	19.8	—	none	NA
		Balanced funds (load)	Group averages 9.2%	35.9%	7.5%				
C	C	American Balanced Fund (415-421-9360)	8.6%	36.9%	6.9%	$116.6	35.1%	8.50%	$0.78
A+	D	American General Harbor Fund (713-522-1111)	14.1	60.3	4.9	181.2	65.3	8.50	0.73
B	C	Axe-Houghton Fund B (800-431-1030)	9.9	38.3	5.2	160.9	24.4	8.00	0.76
C	D	Boston Foundation Fund (412-288-1900)	7.6	36.1	6.9	28.4	26.8	8.50	1.52
D	A	CIGNA Income Fund[19] (800-225-5151)	6.8	22.8	10.9	226.0	38.1	7.50	0.68
B	F	The Colonial Fund (800-225-2365)	7.3	37.3	6.1	86.1	58.3	8.50	1.01
B	F	Commerce Income Shares (800-231-4645)	7.4	38.4	5.9	57.7	28.5	8.00	1.07
B	F	Eaton & Howard Balanced Fund (617-482-8260)	6.3	35.8	6.2	67.1	21.3	7.25	0.86
D	B	Eaton Vance High Yield[20] (617-482-8260)	7.0	22.5	11.2	24.4	39.4	8.50	0.91
D	C	Eaton Vance Inc Fund of Boston[21] (617-482-8260)	8.0	23.5	9.6	28.5	–11.5	8.50	1.22
A	D	Eaton Vance Investors Fund[22] (617-482-8260)	9.7	35.9	6.4	150.5	29.6	8.50	0.82
C	B	Franklin Custodian-Income Series (800-227-6350)	12.2	24.2	11.4	58.3	55.9	7.25	0.95

*Fund not in operation for full period. **Funds that were not offered to the public or whose assets did not exceed $2 million before Sept. 21, 1976, or funds that were not rated because of a change in investment policy.
[19]Formerly CG Income Fund. [20]Formerly Eaton & Howard Income Fund. [21]Formerly Oppenheimer Income Fund of Boston. [22]Formerly Vance, Sanders Investors Fund. NA: Not available.

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1983 Fund Ratings

Performance in UP markets	Performance in DOWN markets		Investment results: Average annual total return 1973-83	Latest 12 months: return from capital growth	Latest 12 months: return from income dividends
		Standard & Poor's 500 stock average	8.3%	53.4%	4.1%
		FORBES stock fund composite	10.8%	63.3%	2.9%
		FORBES balanced fund composite	8.8%	36.4%	7.3%
		FORBES bond and preferred stock fund composite	7.6%	19.8%	11.4%
		Balanced funds (load)	Group averages 9.2%	35.9%	7.5%
C	F	Investors Mutual (612-372-3131)	7.2%	33.2%	7.8%
A+	D	Kemper Total Return Fund (800-621-1048)	15.8	56.9	3.9
D	C	Lord Abbett Income Fund (212-425-8720)	7.8	16.0	11.4
D	A	Magna Income Trust (800-526-0475)	7.9	24.2	11.0
A	F	Massachusetts Fund (800-225-1587)	8.9	43.0	6.9
C	C	Mass Income Development Fund (800-343-2829)	9.4	41.8	6.8
D	C	Mutual of Omaha Income Fund (402-397-8555)	6.5	9.8	10.5
B	D	Nation-Wide Securities (800-221-5757)	8.0	31.8	6.9
B	F	National Balanced Fund (800-223-7757)	7.8	38.9	5.7
C	B	National Income Fund (800-223-7757)	11.2	32.9	8.1
A	D	National Total Return Fund (800-223-7757)	12.3	45.2	6.5
B	C	Phoenix Convertible Fund Series[23] (800-243-1574)	10.3	48.5	6.4
C	B	Provident Fund for Income (713-522-1111)	10.3	56.3	6.1
A	C	Putnam Convertible Fund (800-343-0929)	13.5	42.7	7.2
B	D	The George Putnam Fund Boston (800-343-0929)	8.7	44.3	7.3
D	A	The Putnam Income Fund (800-343-0929)	7.1	22.3	11.4
C	C	Seligman Income Fund (800-221-2450)	8.8	21.6	9.5
C	A	Sentinel Balanced Fund (802-229-3900)	9.5	31.1	7.1
C	D	Sigma Trust Shares (800-441-9490)	8.7	31.8	6.9
A	D	SoGen International Fund (212-832-0022)	10.2	50.2	5.3
B	F	United Contl Income Fund (816-283-4000)	8.5	54.3	5.9
		Not rated**			
		Convertible Yield Securities (713-626-1919)	—*	33.0	6.8
		Country Capital Income Fund (309-557-2444)	—*	20.7	9.2
		GPM Fund (800-343-2902)	—*	55.5	3.7
		Merrill Lynch Equi-Bond I Fund (800-631-0749)	—*	29.4	7.2
		Merrill Lynch Phoenix Fund (800-631-0749)	—*	—	—*
		Phoenix Balanced Fund Series[24] (800-243-1574)	—*	38.0	6.6
		Rea-Graham Fund (213-471-1917)	—*	—	—*
		Balanced funds (no load)	Group averages 6.3%	35.5%	7.5%
B	C	Composite Bond & Stock Fund (800-541-0830)	9.8%	41.1%	7.0%
B	D	Dodge & Cox Balanced Fund (415-981-1710)	8.5	35.3	6.1
C	C	The Dreyfus Special Income Fund (800-631-0749)	8.6	29.6	8.3
C	D	Keystone Custodian Funds-K-1 (800-225-2618)	9.5	36.3	8.2
B	F	Loomis-Sayles Mutual Fund (617-267-6600)	7.0	38.7	5.7
D	F	Newton Income Fund Portfolio (414-347-1141)	3.2	21.3	10.4
D	D	Scudder Income Fund (800-225-2470)	4.1	21.6	10.3
D	D	Southwestern Investors Income (713-757-5656)	–0.3	16.3	12.1
A+	F	Stein Roe & Farnham Balanced Fund (800-621-0320)	5.2	43.3	4.9
A+	F	Unified Mutual Shares (800-862-7283)	5.9	45.4	4.5
D	B	Wellesley Income Fund (800-523-7025)	9.3	26.1	9.8
B	F	Wellington Fund (800-523-7025)	8.6	41.3	6.7
D	F	Wisconsin Income Fund (414-272-6133)	2.5	18.9	11.9

*Fund not in operation for full period. **Funds that were not offered to the public or whose assets did not exceed $2 million before Sept. 21, 1976, or funds that were not rated because of a change in investment policy. [23]Formerly Phoenix-Chase Convertible Fund Series. [24]Formerly Phoenix-Chase Balanced Fund Series.

	Total assets 6/30/83 (millions)	% change '83 vs '82	Maximum sales charge	Annual expenses per $100
	$1,172.1	17.7%	5.00%	$0.58
	211.4	112.5	8.50	0.65
	50.1	48.7	7.25	0.94
	8.0	25.0	7.25	1.36
	228.5	40.2	8.50	0.59
	214.3	37.6	7.25	0.84
	43.4	47.6	8.00	0.94
	38.2	25.3	8.50	1.06
	2.2	29.4	7.25	0.84
	59.9	23.3	7.25	0.78
	126.2	55.0	7.50	0.79
	64.1	41.8	8.50	1.42
	113.1	38.1	7.25	0.77
	35.4	82.5	8.50	1.39
	347.7	57.0	8.50	0.62
	155.7	28.2	6.75	0.95
	77.0	39.8	7.25	0.87
	13.1	29.7	8.50	0.98
	25.0	26.9	8.50	1.02
	42.8	69.8	4.50	1.50
	49.7	45.8	8.50	0.90
	23.5	25.7	6.50	1.50
	3.6	24.1	5.00	1.22
	3.5	66.7	8.00	1.50
	15.4	40.0	4.00	1.50
	123.6	—	6.50	1.21
	67.3	39.9	8.50	0.89
	8.1	—	8.50	1.50
	$27.6	56.8%	none	$0.87
	19.5	30.9	none	0.80
	85.1	42.6	none	0.85
	69.7	27.4	none	0.83
	99.4	49.3	none	0.84
	6.5	30.0	none	1.56
	107.0	69.3	none	0.92
	10.0	244.8	none	1.08
	97.2	41.3	none	0.73
	9.8	60.7	none	1.32
	108.2	34.4	none	0.71
	627.3	33.4	none	0.66
	14.5	42.2	none	1.00

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1983 Fund Ratings

	Investment results: Average annual total return 1973-83	Latest 12 months: return from capital growth	Latest 12 months: return from income dividends	Total assets: 6/30/83 (millions)	Total assets: % change '83 vs '82	Maximum sales charge	Annual expenses per $100
Standard & Poor's 500 stock average	8.3%	53.4%	4.1%				
FORBES stock fund composite	10.8%	63.3%	2.9%				
FORBES balanced fund composite	8.8%	36.4%	7.3%				
FORBES bond and preferred stock fund composite	7.6%	19.8%	11.4%				
Balanced funds (no load)	Group averages 6.3%	35.5%	7.5%				
Not rated**							
Calvert Social Invest—Mgd Grc wth (800-368-2748)	—*	—	—*	$ 4.6	—	none	NA
Strong Investment Fund (800-558-1030)	—*	66.1%	2.5%	11.4	533.3%	none	$2.00
Strong Total Return Fund (800-558-1030)	—*	62.3	3.2	11.3	465.0	none	2.00
Unified Income Fund (800-862-7283)	—*	44.1	5.8	6.9	331.3	none	1.86
USAA Mutual Fund-Income Fund (800-531-8181)	—*	15.1	9.4	37.8	137.7	none	1.13
Bond and preferred stock funds (load)	Group averages 7.0%	21.1%	11.5%				
Not rated							
Age High Income Fund (800-227-6350)	—*	22.7%	11.5%	$54.6	247.8%	4.00%	$1.10
American General Capital Bond Fund (713-522-1111)	6.7%	23.9	10.9	95.0	28.2	8.50	0.76
American General High Yield Invest (713-522-1111)	—*	21.7	12.6	364.8	59.0	6.75	0.74
American National Bond Fund (409-766-6572)	—*	13.6	10.6	4.4	41.9	5.00	0.94
Axe-Houghton Income Fund (800-431-1030)	6.7	18.1	10.7	34.4	14.3	8.00	1.02
Bond Fund of America (213-486-9200)	—*	19.8	11.4	326.8	63.1	8.50	0.65
Carnegie Govt Secs Tr-Intermed Ser (800-321-2321)	—*	—	—*	10.3	—	1.00	1.00
CIGNA High Yield Fund (800-225-5151)	—*	25.2	12.7	58.3	41.9	7.50	1.10
Colonial High Yield Securities (800-225-2365)	6.0	26.1	12.8	74.4	80.2	8.50	1.11
Colonial Income Fund (800-225-2365)	6.9	21.3	11.8	168.5	17.3	8.50	0.80
Dean Witter High Yield Secs (212-938-4554)	—*	27.3	12.0	410.8	118.4	5.50	0.69
Delchester Bond Fund (800-523-1918)	8.0	31.3	11.0	41.2	62.9	8.50	0.90
Federated High Income Secs (800-245-5051)	—*	21.5	12.6	113.5	57.0	6.50	1.15
First Investors Bond Apprec Fund (212-825-7900)	—*	19.7	10.1	71.5	68.6	7.25	1.04
First Investors Fund for Income (212-825-7900)	9.4	17.8	13.6	789.6	53.1	8.50	0.89
Franklin Custodian US Govt Ser (800-227-6350)	4.5	14.4	10.9	116.4	1,193.3	4.00	0.99
Fund for U S Govt Securities (800-245-5051)	6.4	23.2	9.0	54.9	8.9	4.50	1.39
John Hancock Bond Fund (617-421-4506)	—*	17.7	11.4	604.1	65.3	8.00	0.85
John Hancock US Govt Secs Fund (617-421-4506)	5.5	5.0	11.7	62.9	148.6	8.00	1.18
High Income Shares (800-221-5757)	—*	21.8	12.9	64.8	119.7	7.25	1.10
High Yield Securities (713-626-1919)	—*	26.8	11.8	101.2	22.1	6.50	1.07
IDS Bond Fund (612-372-3131)	—*	27.0	12.1	1,052.7	63.8	3.50	0.60
Investment Quality Interest (800-231-4645)	—*	17.8	11.4	69.5	131.7	4.50	1.06
Investors Selective Fund (612-372-3131)	8.4	29.8	11.3	782.9	44.3	5.00	0.60
JP Income Fund (919-378-2448)	—*	20.8	10.4	22.6	-16.6	8.00	0.70
Kemper High Yield Fund (800-621-1048)	—*	27.8	12.2	182.4	53.5	6.75	0.75
Kemper Inc & Capital Preserv Fund (800-621-1048)	—*	20.2	12.1	97.0	25.7	6.00	0.62
Kemper US Govt Secs Fund (800-621-1048)	—*	12.7	11.5	135.4	762.4	4.00	0.63
Lord Abbett Bond Debenture Fund (212-425-8720)	10.6	30.0	9.6	211.7	35.4	8.50	0.71
Mass Finl Bond Fund (800-343-2829)	—*	21.1	11.3	247.6	40.8	7.25	0.84
Mass Finl High Income Tr (800-343-2829)	—*	40.3	11.5	311.5	112.8	7.25	1.03
Mass Finl Intl Tr-Bond Portfolio (800-343-2829)	—*	17.6	8.7	41.4	27.8	7.25	1.33
Merrill Lynch Corp Bond Hi Income (800-225-5150)	—*	21.3	12.3	251.9	26.8	4.00	0.85

*Fund not in operation for full period. **Funds that were not offered to the public or whose assets did not exceed $2 million before Sept. 21, 1976, or funds that were not rated because of a change in investment policy. NA: Not available.

	Investment results						
	Average annual total return 1973-83	Latest 12 months return from capital growth	Latest 12 months return from income dividends	Total assets 6/30/83 (millions)	Total assets % change '83 vs '82	Maximum sales charge	Annual expenses per $100
Standard & Poor's 500 stock average	8.3%	53.4%	4.1%				
FORBES stock fund composite	10.8%	63.3%	2.9%				
FORBES balanced fund composite	8.8%	36.4%	7.3%				
FORBES bond and preferred stock fund composite	7.6%	19.8%	11.4%				
Bond and preferred stock funds (load)	Group averages 7.0%	21.1%	11.5%				
Not rated							
Merrill Lynch Corp Bond Hi-Qual (800-225-5150)	—*	13.8%	12.0%	$118.8	97.7%	4.00%	$0.85
Merrill Lynch Corp Bond-Intermed (800-225-5150)	—*	10.9	12.1	34.0	309.6	2.00	0.24
Monthly Income Shares (800-221-5757)	—*	26.6	10.8	41.3	28.3	8.50	0.92
National Bond Fund (800-223-7757)	6.4%	22.7	13.0	196.3	73.4	7.25	0.81
National Preferred Fund (800-223-7757)	7.9	25.8	9.8	3.5	25.0	7.25	0.88
Nationwide Bond Fund (800-848-0920)	—*	15.7	10.7	4.8	220.0	7.50	0.84
NEL Income Fund (617-267-6600)	—*	14.0	10.7	34.9	30.7	8.00	0.90
Oppenheimer High Yield Fund (800-525-7048)	—*	21.6	13.5	412.2	191.3	6.75	0.96
Phoenix High Qual Bond Fund Series (800-243-1574)	—*	—	—*	2.5	—	7.00	NA
Phoenix High Yield Fund[25] (800-243-1574)	—*	19.6	12.3	35.8	132.5	7.00	1.43
Pioneer Bond Fund (800-225-6292)	—*	18.3	10.9	13.7	39.8	8.50	1.00
Prudential-Bache Govt Secs Intermed (800-221-7984)	—*	—	—*	34.1	—	1.00	0.41
Prudential-Bache High Yield Fund[26] (800-221-7984)	—*	19.9	12.6	213.5	86.6	6.75	0.94
Prudential-Bache Quality Inc Fund[27] (800-221-7984)	—*	7.7	10.9	15.5	134.9	6.75	1.51
Putnam High Yield Trust (800-343-0929)	—*	32.2	12.1	540.3	82.4	6.75	0.71
St Paul Income Fund (612-738-4000)	—*	17.8	10.4	14.8	70.1	6.00	1.12
Security Bond Fund (800-255-3557)	—*	15.1	12.2	31.7	17.4	4.75	0.79
Sentinel Bond Fund (802-229-3900)	5.0	14.8	11.6	13.2	36.1	8.50	0.91
Shearson High Yield Fund (212-577-5794)	—*	23.8	12.1	142.6	124.9	5.00	0.95
Sigma Income Shares (800-441-9490)	—*	22.9	10.2	19.9	30.1	8.50	0.80
United Bond Fund (816-283-4000)	6.7	25.0	11.7	309.1	36.5	8.50	0.52
United High Income Fund (816-283-4000)	—*	23.1	12.5	476.6	82.3	8.50	0.90
Venture Income (+) Plus (505-983-4335)	—*	22.8	12.8	20.3	97.1	8.50	1.87
Bond and preferred stock funds (no load)	Group averages 7.2%	16.2%	10.8%				
Not rated							
Aetna Income Shares (203-273-4806)	—*	16.3%	10.3%	$126.1	182.7%	†	$0.25
Alliance Bond Fund (212-269-1500)	—*	16.3	11.2	14.8	17.5	none	1.00
American Investors Income Fund (800-243-5353)	—*	36.5	10.7	18.2	44.4	none	1.56
Babson (DL) Income Trust (800-821-5591)	6.2%	15.0	11.3	36.3	34.0	none	0.75
Boston Co Govt Income Fund (800-343-6324)	—*	10.7	7.7	5.3	82.8	none	1.50
Calif Fund-Intermed & LT U S Govt[28] (800-321-0718)	—*	13.3	10.0	4.6	–4.2	none	1.90
Calvert Income Fund (800-368-2748)	—*	—	—*	7.3	—	none	NA
Capital Preserv Treasury Note Tr (800-227-8380)	—*	7.0	9.7	10.3	32.1	none	1.00
Columbia Fixed Income Secs Fund (800-547-1037)	—*	—	—*	30.8	—	none	1.06
Composite Income Fund (800-541-0830)	—*	28.8	10.4	4.3	34.4	none	1.13
Dreyfus A Bonds Plus (800-645-6561)	—*	12.9	11.4	109.5	273.7	none	0.95
Federated GNMA Trust (800-245-4270)	—*	8.2	11.7	148.9	NM	none	0.45
Federated Income Trust (800-245-4270)	—*	4.8	14.0	147.9	NM	none	0.44
Federated Intermediate Govt Tr (800-245-4270)	—*	—	—*	16.2	—	none	NA
Fidelity Corporate Bond Fund (800-225-6190)	6.9	13.9	11.4	152.8	47.5	none	0.81

*Fund not in operation for full period. †Fund not currently selling new shares. [25]Formerly Phoenix-Chase High Yield Fund. [26]Formerly Chancellor High Yield Fund. [27]Formerly Chancellor Quality Income Fund. [28]Formerly California Fund for Inv in US Govt Secs. NA: Not available. NM: Not meaningful.

1983 Fund Ratings

Performance in UP markets	Performance in DOWN markets		Investment results: Average annual total return 1973-83	Latest 12 months: return from capital growth	Latest 12 months: return from income dividends	Total assets: 6/30/83 (millions)	Total assets: % change '83 vs '82	Maximum sales charge	Annual expenses per $100
		Standard & Poor's 500 stock average	8.3%	53.4%	4.1%				
		FORBES stock fund composite	10.8%	63.3%	2.9%				
		FORBES balanced fund composite	8.8%	36.4%	7.3%				
		FORBES bond and preferred stock fund composite	7.6%	19.8%	11.4%				
		Bond and preferred stock funds (no load)	Group averages 7.2%	16.2%	10.8%				
		Not rated							
		Fidelity Govt Secs Fund Ltd (800-225-6190)	—*	10.8%	10.8%	$ 82.3	23.8%	none	$0.91
		Fidelity High Income Fund (800-225-6190)	—*	27.2	12.3	221.6	92.7	none	0.83
		Fidelity Thrift Trust (800-225-6190)	—*	10.3	11.1	96.7	56.7	none	0.70
		Financial Bond Shares (800-525-7069)	—*	12.9	11.1	8.1	84.1	none	0.00
		Hutton Investment-Bond & Inc Ser (212-742-5000)	—*	11.5	11.0	162.9	498.9	none	1.88
		Keystone Custodian Funds-B-1 (800-343-2898)	7.9%	24.0	10.3	58.5	25.3	none	0.74
		Keystone Custodian Funds-B-2 (800-343-2898)	9.7	28.6	10.9	81.9	25.6	none	0.70
		Keystone Custodian Funds-B-4 (800-343-2898)	10.0	27.4	10.7	431.9	23.1	none	0.67
		Lexington GNMA Income Fund (800-526-4791)	—*	10.0	10.7	19.1	247.3	none	1.59
		Liberty Fund (800-225-1596)	2.2	22.8	7.7	8.6	17.8	none	1.50
		Midwest Inc Tr-Intermed Govt Fund (800-543-0407)	—*	3.4	10.4	28.3	335.4	none	1.01
		Mutual of Omaha America Fund (800-228-9596)	—*	–0.7	10.4	20.7	132.6	none	1.38
		North Star Bond Fund (612-371-7780)	—*	18.8	10.4	13.0	49.4	none	0.90
		Northeast Investors Trust (800-225-6704)	7.8	24.2	11.8	175.2	39.2	none	0.69
		T Rowe Price New Income Fund (800-638-5660)	—*	9.6	12.3	687.2	70.1	none	0.59
		PRO Income Fund (800-523-0864)	—*	25.7	9.5	24.1	23.0	none	1.16
		Qualified Dividend-Portfolio II (800-523-7025)	—*	19.3	11.0	56.7	112.4	none	0.75
		SAFECO Special Bond Fund (800-426-6730)	—*	11.7	9.0	2.2	46.7	none	1.00
		Steadman Associated Fund (800-424-8570)	7.2	33.3	7.7	34.4	20.3	none	1.78
		SteinRoe Bond Fund (800-621-0320)	—*	13.6	10.7	84.1	197.2	none	0.79
		Transamerica New Income (800-631-0749)	6.8	13.9	11.1	4.7	30.6	none	1.50
		20th Century US Governments (816-531-5575)	—*	—	—*	15.1	—	none	1.02
		The Value Line Bond Fund (800-223-0818)	—*	17.1	10.9	59.9	129.5	none	0.83
		Vanguard Fixed Income Secs-GNMA (800-523-7025)	—*	12.4	12.1	123.5	302.3	none	0.57
		Vanguard Fixed Income Secs-Hi Yield (800-523-7025)	—*	15.3	14.1	72.1	365.2	none	0.71
		Vanguard Fixed Income Secs-Invest Gr (800-523-7025)	—*	14.1	11.8	65.2	67.2	none	0.75
		Vanguard Fixed Income Secs-ST (800-523-7025)	—*	—	—*	157.9	—	none	0.51
		Stock funds (closed end)	Group averages 13.9%	63.8%	3.3%			% prem (+) or disc (–)	
C	C	The Adams Express Co (301-752-5900)	12.9%	45.2%	5.4%	$376.2	44.3%	–13.2%	$ 0.56
A	A	ASA Limited (212-754-9375)	24.4	113.0	4.8	642.9	113.0	+1.2	0.25
C	B	Baker, Fentress & Co (312-236-9190)	13.5	63.9	3.0	360.5	61.4	–27.1	0.46
A+	F	Central Securities (212-688-3011)	14.9	75.0	2.6	103.7	68.3	–21.3	0.89
C	A	Claremont Capital (206-324-0901)	14.7	37.7	5.3	41.1	33.0	–23.0	1.14
A+	D	General American Investors (212-949-2800)	14.0	73.5	1.6	280.3	70.3	–4.2	1.53
B	A	Highland Capital Corp (212-832-3112)	15.4	109.9	none	15.9	109.2	+28.4	6.67
D	A	The Japan Fund (212-757-7087)	10.8	33.1	1.0	238.5	29.1	–5.2	0.71
B	D	The Lehman Corp (800-221-5350)	10.7	63.4	3.7	795.6	58.1	–10.5	0.51
A	F	Niagara Share Corp (716-856-2600)	11.0	64.7	2.0	186.6	60.2	–4.7	1.28
B	C	Petroleum & Resources Corp (301-752-5900)	14.6	32.3	4.8	266.9	45.9	+0.3	0.59

*Fund not in operation for full period.

Performance in UP markets	Performance in DOWN markets		Investment results: Average annual total return 1973-83	Latest 12 months: return from capital growth	Latest 12 months: return from income dividends	Total assets: 6/30/83 (millions)	Total assets: % change '83 vs '82	% prem (+) or disc (–)	Annual expenses per $100
		Standard & Poor's 500 stock average	**8.3%**	**53.4%**	**4.1%**				
		FORBES stock fund composite	**10.8%**	**63.3%**	**2.9%**				
		FORBES balanced fund composite	**8.8%**	**36.4%**	**7.3%**				
		FORBES bond and preferred stock fund composite	**7.6%**	**19.8%**	**11.4%**				
		Stock funds (closed end)	**Group averages**						
			13.9%	**63.8%**	**3.3%**				
D	A	**Source Capital** (800-421-4374)	20.7%	42.4%	6.9%	$256.3	26.5%	–9.6%	$0.99
A+	F	**Spectra Fund** (800-223-3810)	10.9	93.7	none	5.9	96.7	–54.1	3.10
C	F	**Tri-Continental Corp** (800-221-2450)	9.6	64.1	3.8%	1,078.1	57.8	–15.5	0.58
C	D	**US & Foreign Securities** (212-754-9374)	10.1	48.9	3.9	192.4	39.6	–6.0	1.15
		Not rated**							
		CL Assets (800-225-1596)	—*	NM	none	22.0	74.6	+125.2	1.60
		Engex (800-221-4333)	—*	150.0	none	27.7	149.6	–38.4	0.76
		Equity Strategies Fund (213-613-8656)	—*	49.8	3.2	8.0	50 9	–18.5	1.50
		The Mexico Fund (212-692-8177)	—*	–39.6	14.2	22.6	–39.6	+121.2	3.29
		Nautilus Fund (617-482-8260)	—*	91.1	0.6	28.9	91.4	+12.3	1.45
		Balanced funds (closed end)	**Group averages**						
			15.3%	**45.5%**	**5.0%**				
A+	B	**American General Convertible Secs** (713-522-1111)	16.4%	46.9%	7.5%	$77.9	43.5%	+7.7%	$0.91
A+	D	**Bancroft Convertible Fund** (212-269-9236)	13.2	44.1	5.9	48.6	46.0	–9.6	1.60
A	B	**Castle Convertible Fund** (800-223-3810)	16.4	47.5	6.6	38.0	38.7	–4.2	1.39
D	•F	**Cyprus Corp** (617-482-6500)	—*	43.5	none	29.2	–35.3	NM	2.33
		Bond and preferred stock funds (closed end)	**Group averages**						
			8.5%	**22.2%**	**11.8%**				
		Not rated							
		American General Bond Fund (713-522-1111)	7.7%	23.8%	12.1%	$190.5	24.9%	–7.8%	$0.75
		Bunker Hill Income Securities (213-613-7054)	—*	20.2	12.9	46.1	20.1	–7.4	0.94
		Circle Income Shares (317-639-8177)	—*	21.2	11.1	29.5	24.5	+3.9	0.75
		CNA Income Shares (212-952-5000)	—*	24.8	12.3	54.4	25.6	–7.4	0.97
		Current Income Shares (213-480-6748)	—*	27.8	11.6	37.4	27.7	–6.9	1.00
		Drexel Bond-Debenture Trading Fund (215-545-4100)	8.0	25.3	10.9	45.1	25.3	+0.2	1.26
		Excelsior Income Shares (212-425-7120)	—*	20.8	12.0	37.5	21.0	–7.7	0.93
		Federated Income & Priv Placement (800-245-2423)	9.0	19.7	13.0	41.7	23.4	–7.9	1.55
		Fort Dearborn Income Securities (312-346-0676)	6.8	26.6	11.3	85.7	26.6	–5.5	0.84
		John Hancock Income Securities (617-421-2909)	—*	25.0	11.8	133.4	25.3	–10.0	0.80
		John Hancock Investors (617-421-2909)	8.5	19.8	11.7	125.1	21.8	–7.8	0.81
		Hatteras Income Securities (704-333-7808)	—*	23.7	11.3	45.4	24.0	–0.1	0.98
		INA Investment Securities (203-726-7800)	—*	20.5	11.8	75.1	23.1	–3.6	0.95
		Independence Square Inc Secs (302-792-8800)	7.4	22.3	12.4	28.4	22.9	–5.3	1.13
		InterCapital Income Securities (212-938-4554)	—*	24.8	12.0	173.0	28.7	–1.9	0.71
		Lincoln National Direct Placement (219-427-3655)	11.0	25.9	11.4	58.0	26.1	–16.5	1.02
		MassMutual Corporate Investors (413-788-8411)	12.5	24.3	11.0	108.7	24.4	–13.9	1.09
		MassMutual Income Investors (413-788-8411)	8.0	16.6	11.7	116.0	18.3	+1.6	1.05
		Montgomery St Income Securities (415-982-8020)	—*	24.2	11.6	142.6	24.1	–5.3	0.71
		Mutual of Omaha Interest Shares (800-228-9596)	7.4	13.6	11.4	80.5	15.7	–2.9	0.84
		Pacific American Income Shares (213-449-0309)	—*	22.4	11.8	80.4	22.4	–12.8	0.78
		Paul Revere Investors (617-799-4441)	8.4	8.3	12.0	39.0	8.6	–5.5	1.39
		St Paul Securities (800-328-1064)	7.8	18.9	11.6	103.3	19.8	–5.9	0.98
		State Mutual Securities (800-251-4653)	—*	19.6	12.0	86.1	19.6	–5.7	1.15

•Fund rated for two periods only; maximum allowable rating A. *Fund not in operation for full period. **Funds that were not offered to the public or whose assets did not exceed $2 million before Sept. 21, 1976, or funds that were not rated because of a change in investment policy. NM: Not meaningful.

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1983 Fund Ratings

		Investment results: Average annual total return 1973-83	Latest 12 months: return from capital growth	Latest 12 months: return from income dividends
	Standard & Poor's 500 stock average	8.3%	53.4%	4.1%
	FORBES stock fund composite	10.8%	63.3%	2.9%
	FORBES balanced fund composite	8.8%	36.4%	7.3%
	FORBES bond and preferred stock fund composite	7.6%	19.8%	11.4%
	Bond and preferred stock funds (closed end)	Group averages 8.5%	22.2%	11.8%
	Not rated			
	Transamerica Income Shares (800-631-0749)	9.1%	30.0%	11.4%
	USLIFE Income Fund (212-709-6616)	7.8	23.6	13.3
	Vestaur Securities (215-567-2000)	7.8	25.3	12.2
Kind of shares	**Dual purpose funds**	Group averages 7.7%	151.2%	11.9%
Capital	Gemini Fund (800-523-7025)	12.8%	76.2%	none
Income	Gemini Fund (800-523-7025)	—	—	13.6%
Capital	Hemisphere Fund (800-225-1596)	2.6	226.1	none
Income	Hemisphere Fund (800-225-1596)	—	—	10.2
	Exchange funds	Group averages 7.9%	57.5%	2.7%
	Not rated			
	American General Exchange Fund (713-522-1111)	—*	51.5%	2.7%
	Capital Exchange Fund (617-482-8260)	8.1%	56.6	2.3
	Chestnut St Exchange Fund (302-792-8800)	—*	60.4	2.6
	Depositors Fund of Boston (617-482-8260)	7.2	63.4	2.4
	Diversification Fund (617-482-8260)	7.3	61.8	2.5
	Exchange Fund of Boston (617-482-8260)	8.5	64.8	2.2
	Federated Exchange Fund (800-245-2423)	—*	47.8	3.2
	Fidelity Congress Street Fund (800-225-6190)	5.5	39.7	3.9
	Fidelity Exchange Fund (800-225-6190)	—*	51.9	3.1
	Fiduciary Exchange Fund (617-482-8260)	10.3	75.2	2.3
	Second Fiduciary Exchange Fund (617-482-8260)	7.7	65.0	2.7
	State Street Exchange Fund (617-482-3920)	—*	55.2	2.8
	State Street Growth Fund[29] (617-482-3920)	8.7	54.2	3.1
	Vance, Sanders Exchange Fund (617-482-8260)	—*	57.1	2.3
Portfolio avg maturity (days)	**Money market funds†**	Date started		
	These funds invest primarily in US government and federal agency obligations			
42	Active Assets Govt Securities Trust (800-221-3778)	7/81	—	8.2%
34	Alliance Govt Reserves-US Govt (800-223-6300)	7/79	—	8.2
52	Alliance Govt Reserves-US Treasury (800-223-6300)	11/82	—*	—
38	Alpha Cash Mgmt Fund-Govt Secs (800-241-1662)	10/81	—	8.7
26	American Express Govt Money Fund (800-343-1300)	6/82	—	8.5
27	Automated Govt Money Trust (800-245-4270)	8/82	—	—*
23	Boston Co Govt Money Fund (800-343-6324)	5/82	—	8.3
29	Alex Brown Cash Res Fund-Govt Ser (800-638-4276)	4/82	—	8.4

*Fund not in operation for full period. †Most funds are no load. Some funds are offered as part of an integrated financial services account which has a minimum initial investment. [29]Formerly Federal Street Fund. NA: Not available.

Total assets 6/30/83 (millions)	% change '83 vs '82	% Prem (+) or disc (–)	Annual expenses per $100
$103.8	30.1%	–3.6%	$0.71
50.1	24.9	–8.2	1.32
72.8	27.5	–9.1	1.10
$119.0	52.4%	–4.9% +40.1	$0.91
25.1	26.8	+13.8 –13.8	1.01
		Maximum sales charge	
$56.6	38.7%	none	$0.73
67.9	42.7	none	0.70
130.2	46.8	none	0.66
60.5	47.2	none	0.76
63.1	35.4	none	0.75
59.1	48.5	none	0.76
93.6	21.7	none	1.09
44.6	20.5	none	0.84
126.4	37.7	none	0.66
54.2	60.4	none	0.77
70.4	47.3	none	0.72
131.5	44.8	none	0.58
244.2	32.6	none	0.55
151.1	50.1	none	0.72
		Minimum initial investment	
$111.9	11.8%	none†	$0.75
158.8	–25.3	none	0.92
5.2	—	none	0.92
2.6	–46.9	$1,000	1.00
15.7	55.5	1,000	0.75
47.2	—	100,000	0.75
29.7	350.0	1,000	0.75
63.4	34.9	1,500	0.51

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1983 Fund Ratings

Portfolio average maturity (days)		Date started	Investment results: Latest 12 months return from capital growth	Investment results: Latest 12 months return from income dividends	Total assets: 6/30/83 (millions)	Total assets: % change '83 vs '82	Minimum initial investment	Annual expenses per $100
	Standard & Poor's 500 stock average			4.1%				
	FORBES stock fund composite			2.9%				
	FORBES balanced fund composite			7.3%				
	FORBES bond and preferred stock fund composite			11.4%				
	Money market funds†							
	These funds invest primarily in US government and federal agency obligations							
40	**Calvert Cash Res-US Treas Portfolio** (800-368-2748)	11/82	—	—*	$ 4.6	—	$2,000	NA
33	**Capital Preservation Fund** (800-227-8380)	10/72	—	7.9%	1,677.5	-14.6%	1,000	$0.81
3	**Capital Preservation Fund II** (800-227-8380)	6/80	—	8.2	624.9	-44.1	5,000	0.83
18	**Cardinal Govt Securities Tr** (800-848-7734)	9/80	—	9.0	302.1	-15.1	1,000	0.75
15	**Carnegie Govt Secs Trust-MM Series** (800-321-2321)	4/80	—	8.5	169.1	-17.2	1,000	0.70
40	**Cash Equiv Fund-Govt Sec Portfolio** (800-621-1048)	12/81	—	8.6	405.5	-13.0	1,000	0.71
13	**Centennial Government Trust** (800-525-9311)	11/81	—	7.6	9.1	33.8	none†	1.37
39	**CMA Govt Securities Fund** (800-262-4636)	8/81	—	8.7	1,237.3	26.3	none†	0.55
16	**Command Government Fund** (800-222-4321)	2/82	—	8.3	52.8	877.8	none†	0.02
30	**Composite US Govt Securities** (800-541-0830)	9/82	—	—*	2.7	—	1,000	NA
40	**Current Interest-US Govt Portfolio** (713-751-2400)	9/82	—	—*	39.0	—	1,000	NA
42	**Daily Cash Government Fund** (800-525-9310)	3/82	—	7.9	59.3	-23.4	500	0.96
44	**DBL Cash Fund-Govt Secs Portfolio** (212-480-4155)	3/82	—	8.7	174.1	59.7	1,000	0.66
43	**Dean Witter/Sears US Govt MM Tr**[30] (800-621-2525)	2/82	—	8.1	325.5	0.9	1,000	1.07
26	**Delaware Treasury Reserves** (800-523-4640)	4/82	—	8.7	65.9	260.1	1,000	0.80
.66	**Dreyfus MM Instru-Govt Sec Series** (800-645-6561)	5/79	—	9.2	875.0	32.1	2,500	0.62
45	**Equitable Govt Securities Account** (800-223-0970)	6/83	—	—*	10.0	—	1,000	NA
24	**Fidelity MM Trust-US Govt Port** (800-225-6190)	5/79	—	8.8	633.5	-8.4	250,000	0.42
9	**Fidelity MM Trust-US Treasury Port** (800-225-6190)	4/81	—	8.6	167.2	-2.4	250,000	0.42
16	**Fidelity US Government Reserves** (800-225-6190)	11/81	—	8.5	290.3	-4.5	1,000	0.86
3	**Financial Planners Fed Secs Fund** (800-424-8570)	2/80	—	8.2	11.9	-24.2	500	1.10
1	**First Trust MM Fund-Govt Port**[31] (800-621-4770)	11/80	—	7.7	3.5	-34.0	none	1.53
21	**First Variable Rate Fund for Govt Inc** (800-368-2748)	12/76	—	8.8	815.7	-42.0	2,000	0.78
44	**Florida Mutual US Govt Sec-ST** (305-522-0200)	10/80	—	7.8	5.3	-44.2	1,000	1.52
4	**Franklin Federal Money Fund** (800-227-6781)	5/80	—	7.6	111.5	-28.3	500	0.90
32	**Fund for Government Investors** (202-861-1800)	3/75	—	8.5	922.1	-29.7	2,500	0.62
32	**GEICO Invest Ser Tr-Govt Secs Cash** (301-986-2500)	2/82	—	8.8	73.8	8.1	1,000	0.80
1	**GIT Cash Trust-Govt MM Fund** (800-336-3063)	12/82	—	—*	11.3	—	1,000	1.69
13	**Government Investors Trust** (800-336-3063)	7/79	—	9.2	403.4	-42.3	2,000	0.97
26	**Government Money Instruments Tr** (412-288-1450)	6/82	—	8.3	78.6	NM	1,000	0.39
31	**Gradison US Government Trust** (800-543-1818)	4/82	—	8.2	21.4	-2.3	1,000	1.00
1	**Great Lakes Money Fund** (800-862-7283)	1/82	—	8.6	4.6	-31.3	1,000	1.09
24	**Hilliard-Lyons Government Fund**[32] (800-626-2023)	1/81	—	8.2	130.2	-37.4	3,000	0.75
16	**Wayne Hummer Money Fund Tr-Govt** (800-621-4477)	4/82	—	7.4	2.8	-76.9	1,000	1.00
30	**Hutton Government Fund** (212-742-6003)	6/82	—	9.1	631.1	352.1	10,000	0.72
30	**IDS Govt Securities Money Fund** (800-328-8300)	3/82	—	8.5	17.9	-44.1	2,000	0.74
40	**Kemper Govt MM Fund** (800-621-1048)	11/81	—	8.4	83.0	-20.0	1,000	0.89
19	**Kidder Peabody Govt Money Fund** (212-635-5081)	5/83	—	—*	23.3	—	1,500	NA
21	**Lehman Government Fund** (800-221-5350)	10/81	—	8.2	105.9	-34.3	2,500	0.87
34	**Lexington Govt Securities MM Fund**[33] (800-526-4791)	1/82	—	8.1	20.7	-25.8	1,000	1.08
38	**Mass Cash Mgmt Tr-Govt Series** (800-343-2829)	2/82	—	8.2	16.5	-9.8	1,000	0.71
41	**Merrill Lynch Government Fund** (800-225-1576)	9/77	—	8.5	1,538.6	-2.3	5,000	0.45
38	**Merrill Lynch USA Govt Reserves** (800-221-7210)	11/82	—	—*	108.1	—	5,000	NA
16	**Midwest Inc Tr-ST Govt Fund** (800-543-0407)	12/74	—	8.4	163.9	-39.7	1,000	0.94
17	**The Money Fund of US Treas Secs** (800-523-0864)	3/82	—	6.9	5.9	9.3	2,000	2.00

*Fund not in operation for full period. †Most funds are no load. Some funds are offered as part of an integrated financial services account which has a minimum initial investment. NA: Not available. [30]Formerly Sears US Government Money Market Trust. [31]Formerly Principal Protection Government Investment Fund. [32]Formerly Hilliard-Lyons Cash Management. [33]Formerly ASTA Government Securities Money Market Fund. NM: Not meaningful.

Portfolio average maturity (days)		Date started	Investment results: Latest 12 months return from capital growth	Investment results: Latest 12 months return from income dividends	Total assets: 6/30/83 (millions)	Total assets: % change '83 vs '82	Minimum initial investment	Annual expenses per $100
	Standard & Poor's 500 stock average			4.1%				
	FORBES stock fund composite			2.9%				
	FORBES balanced fund composite			7.3%				
	FORBES bond and preferred stock fund composite			11.4%				
	Money market funds†							
	These funds invest primarily in US government and federal agency obligations							
40	Nationwide US Govt MM Fund (800-848-0920)	11/82	—	—*	$ 2.3	—	$1,000	$1.00
42	NEL Cash Mgt Tr-US Govt Series (800-225-7670)	6/82	—	8.2%	25.2	869.2%	1,000	0.75
30	Oppenheimer US Government Trust (800-525-7048)	7/82	—	—*	7.6	—	1,000	1.08
33	Paine Webber RMA Money–US Govt (800-762-1000)	10/82	—	—*	68.2	—	none†	0.50
40	T Rowe Price US Treas Money Fund (800-638-5660)	6/82	—	8.1	113.2	2,802.6	2,000	0.51
30	Prime Government Money Fund (800-328-4891)	10/82	—	—*	4.9	—	1,000	0.09
35	Prudential-Bache Govt Secs Tr-MM[34] (800-221-7984)	1/82	—	8.3	216.5	–15.0	1,000	0.59
83	Renaissance Assets Trust-Govt (800-521-1264)	7/82	—	—*	20.7	—	1,000	0.98
1	Reserve CPA-Govt Portfolio (212-246-3550)	10/82	—	—*	14.1	—	1,000	NA
2	The Reserve Fund-Govt Portfolio (800-223-5547)	10/81	—	8.4	272.2	–24.7	1,000	0.78
40	Scudder Government Money Fund (800-225-2470)	11/81	—	8.2	141.1	19.1	1,000	0.78
35	Selected MM Fund-Govt Port (800-621-7321)	5/82	—	7.7	5.4	125.0	1,000	1.04
29	Seligman Cash Mgmt-Govt Port (800-221-2450)	9/82	—	—*	11.4	—	1,000	1.38
41	Shearson FMA Government Fund (800-221-3636)	2/82	—	8.2	66.8	588.7	none†	0.75
42	Shearson Govt and Agencies (212-577-5794)	10/80	—	8.8	908.4	8.3	5,000	0.64
37	Short Term Inc Fund–US Govt Port(212-370-1240)	11/82	—	—*	33.8	—	5,000	NA
7	Sigma Govt Securities Fund (800-441-9490)	9/80	—	7.7	3.0	–25.0	500	0.80
27	SteinRoe Government Reserves (800-621-0320)	9/82	—	—*	12.3	—	2,500	2.29
45	Strategic Treasury Positions (800-527-5027)	11/81	—	7.4	8.0	–5.9	1,000	1.10
40	Tucker Anthony Govt Secs Fund (800-225-6258)	2/82	—	8.3	81.5	–7.2	2,500	0.80
111	USAA Mutual Fund-Fed Secs MM (800-531-8181)	1/83	—	—*	2.8	—	1,000	NA
41	United Services Gp-US Treas Secs (800-531-5777)	2/82	—	7.1	37.6	623.1	1,500	1.64
33	Vanguard Money Market Tr-Fed Port (800-523-7025)	7/81	—	8.6	356.2	–27.9	1,000	0.49
	These funds invest primarily in obligations exempt from federal income tax							
48	Active Assets Tax-Free Trust (800-221-3778)	7/81	—	5.3	183.4	517.5	none†	0.79
74	Alliance Tax-Exempt Reserves (800-223-6300)	1/83	—	—*	68.3	—	none	NA
30	D L Babson Tax-Free Inc Fund-MM (800-821-5591)	2/81	—	5.0	3.2	23.1	1,000	0.75
76	Calvert Tax-Free Reserves-MM Port(800-368-2748)	4/81	—	5.6	126.0	121.8	2,000	0.91
46	Carnegie Tax Free Income Trust (800-321-2321)	8/82	—	—*	50.1	—	5,000	NA
79	Centennial Tax Exempt Trust (800-525-9310)	9/81	—	5.0	42.2	248.8	none†	0.75
74	CIGNA Tax-Exempt Cash Fund (800-225-5151)	10/82	—	—*	9.2	—	5,000	0.86
41	CMA Tax-Exempt Fund (800-262-4636)	1/81	—	5.3	2,536.2	201.2	none†	0.50
91	Command Tax-Free Fund (800-222-4321)	2/82	—	4.9	116.9	5,213.6	none†	0.00
36	Current Interest-Tax Free Portfolio (713-751-2400)	5/83	—	—*	21.6	—	1,000	NA
111	Daily Cash Tax Exempt Fund (303-740-1568)	1/81	—	5.0	74.9	172.4	5,000	0.88
62	Daily Tax Free Income Fund (212-370-1240)	11/82	—	—*	214.1	—	5,000	0.76
66	DBL Tx-Fr Cash Fund (800-272-2700)	4/83	—	—*	38.5	—	1,000	NA
49	Dean Witter/Sears Tx-Fr Daily[35] (800-221-2685)	2/81	—	5.7	263.1	83.3	5,000	0.67
97	Delaware Tax-Free Money Fund (800-523-4640)	9/81	—	5.4	34.0	123.7	5,000	0.81
82	Dreyfus Tax Exempt MM Fund (800-223-5255)	8/80	—	5.6	1,512.2	121.4	5,000	0.58
66	Eaton Vance Tax Free Reserves (800-225-6265)	12/82	—	—*	15.1	—	1,000	NA
24	Equitable Tax-Free Account (800-223-0970)	6/83	—	—*	10.2	—	1,000	NA
57	Federated Tax-Free Trust (800-245-4270)	3/79	—	5.3	3,098.2	21.4	25,000	0.45
74	Fidelity Tax-Exempt MM Tr (800-225-6190)	1/80	—	5.5	1,955.1	57.9	10,000	0.37
52	Franklin Tax-Exempt Money Fund (800-227-6781)	2/82	—	5.3	62.8	287.7	500	0.80

*Fund not in operation for full period. †Most funds are no load. Some funds are offered as part of an integrated financial services account which has a minimum initial investment. [34]Formerly Chancellor Government Securities Trust. [35]Formerly InterCapital Tax-Free Daily Income Fund. NA: Not available.

1983 Fund Ratings

Portfolio average maturity (days)		Date started	Investment results: Latest 12 months return from capital growth	Investment results: Latest 12 months return from income dividends	Total assets: 6/30/83 (millions)	Total assets: % change '83 vs '82	Minimum initial investment	Annual expenses per $100
	Standard & Poor's 500 stock average			**4.1%**				
	FORBES stock fund composite			**2.9%**				
	FORBES balanced fund composite			**7.3%**				
	FORBES bond and preferred stock fund composite			**11.4%**				
	Money market funds†							
	These funds invest primarily in obligations exempt from federal income tax							
84	GIT Tax-Free Trust MM (800-336-3063)	12/82	—	—*	$ 8.9	—	$2,000	NA
77	IDS Tax-Free Money Fund (800-328-8300)	8/80	—	5.6%	61.6	102.6%	2,000	$0.64
36	Lehman Tax-Free Money Mkt Fund (800-221-5350)	10/82	—	—*	102.2	—	2,500	0.44
85	Lexington Tax Free Money Fund[36] (800-526-4791)	10/77	—	5.7	50.8	183.8	1,000	1.09
85	MFS Muni Working Capital Tr[37] (800-343-2829)	3/80	—	5.0	8.3	72.9	1,000	1.00
51	Midwest Gp Tax Free Tr-MM Port[38] (800-543-8721)	9/81	—	5.2	21.6	2.4	2,500	0.81
87	Municipal Cash Reserve Mgmt (212-742-6003)	5/81	—	5.7	691.5	203.0	10,000	0.61
59	MuniFund (800-221-8120)	2/80	—	5.2	1,094.8	7.0	5,000	0.36
71	NEL Tax Exempt MM Trust (800-225-7670)	4/83	—	—*	6.7	—	1,000	NA
40	Nuveen Tax-Exempt MM Fund (800-621-2431)	4/81	—	5.6	905.3	160.9	25,000	0.45
65	Nuveen Tax-Free Reserves (800-621-7210)	11/82	—	—*	53.2	—	1,000	NA
51	Paine Webber RMA Tax-Free Fund (800-762-1000)	10/82	—	—*	110.8	—	none†	NA
61	Parkway Tax-Free Reserves[39] (800-441-7786)	3/81	—	5.0	29.6	52.6	1,000	1.00
93	T Rowe Price Tax-Exempt Money Fd (800-638-5660)	4/81	—	5.9	636.4	306.4	2,000	0.70
108	Prudential-Bache Tax-Free Money[40] (800-528-6166)	8/79	—	5.3	143.9	88.1	2,500	0.73
88	Scudder Tax Free Money Fund (800-225-2470)	1/80	—	5.0	149.6	13.4	1,000	0.67
58	Shearson Daily Tax-Free Dividend (212-577-5794)	10/82	—	—*	79.2	—	5,000	0.75
63	Shearson FMA Municipal Fund (800-221-3636)	3/82	—	4.9	131.4	63.2	none†	0.75
32	SteinRoe Tax-Exempt Money Fund (800-621-0320)	3/83	—	—*	65.8	—	2,500	NA
98	Tax-Exempt Money Market Fund (800-621-1048)	7/82	—	—*	145.8	—	1,000	0.74
53	Tax Free Cash Reserve-Gen Ser (800-638-4276)	3/83	—	*	31.7	—	10,000	0.35
30	Tax-Free Instruments Trust (800-245-5048)	12/82	—	—*	71.2	—	1,000	NA
65	The Tax Free Money Fund (800-522-7405)	4/81	—	5.2	225.7	137.6	5,000	0.58
106	Tucker Anthony Tax Exempt Money (800-225-6258)	12/82	—	—*	31.4	—	2,500	0.28
70	Vanguard Muni Bond-Money Market (800-523-7025)	5/80	—	5.6	281.9	124.1	3,000	0.48
345	Vanguard Muni Bond-Short Term (800-523-7025)	9/77	—	6.7	327.2	102.5	3,000	0.48
	These funds invest in various types of money market instruments							
42	Active Assets Money Trust (800-221-3778)	7/81	—	9.4	1,272.3	68.6	none†	0.59
46	Alliance Capital Reserves (800-221-5672)	7/78	—	8.9	862.2	-42.7	none	0.79
40	Alpha Cash Mgmt Fund-MM Portfolio (800-241-1662)	10/81	—	8.4	2.2	-82.4	1,000	1.00
22	American Express Money Fund (800-343-1300)	6/82	—	9.3	27.4	171.3	1,000	0.75
16	American General Reserve Fund (713-522-1111)	7/74	—	9.5	260.9	-36.9	1,000	0.87
7o	American National Money Market Fund	12/81	—	9.7	15.6	25.8	2,000	0.76
24	Automated Cash Management Trust (800-245-4270)	5/82	—	8.7	71.9	382.6	100,000	0.87
22	Axe-Houghton Money Market Fund (800-526-3187)	9/81	—	8.7	34.3	172.2	1,000	0.75
32	DL Babson MM Fund-Prime Portfolio (800-821-5591)	3/80	—	9.3	70.4	-18.4	1,000	0.75
22	Birr, Wilson Money Fund (415-983-7700)	3/81	—	8.7	74.2	-37.2	1,000	0.90
20	BLC Cash Management Fund (800-247-4123)	2/83	—	—*	7.8	—	1,000	0.50
27	Boston Co Cash Mgmt Fund (800-343-6324)	8/79	—	9.6	268.4	-5.4	1,000	0.73
30	Alex Brown Cash Res Fund-Prime Ser (800-638-4276)	8/81	—	9.4	572.0	-5.8	1,500	0.58
13	RC Brown Money Market Fund (212-248-5987)	6/82	—	8.0	15.1	125.4	100	1.00
24	Calvert Cash Reserves-Prime Port (800-368-2748)	11/82	—	—*	12.3	—	2,000	NA
23	Calvert Social Invest Fund-MM Port(800-368-2748)	11/82	—	—*	15.5	—	1,000	NA
17	CAM Fund[41] (800-423-2345)	10/81	—	8.6	11.8	40.5	500	1.18
18	Capital Cash Management Trust (212-697-6666)	7/74	—	9.1	135.1	-13.6	1,000	0.67
36	Cash Equiv Fund-MM Portfolio (800-621-1048)	3/79	—	9.9	4,117.5	0.6	1,000	0.62

*Fund not in operation for full period. †Most funds are no load. Some funds are offered as part of an integrated financial service account which has a minimum initial investment. [36]Formerly Lexington Tax Free Daily Income Fund. [37]Formerly MFS Tax-Exempt Money Market Trust. [38]Formerly Fourth St Tax Free Inc Tust-Money Mkt Portfolio. [39]Formerly INA Tax-Free Reserves. [40]Formerly Chancellor Tax-Free Money Fund. [41]Formerly Pennsylvania Money Fund. NA: Not available.

Portfolio average maturity (days)		Date started	Investment results: Latest 12 months return from capital growth	Investment results: Latest 12 months return from income dividends	Total assets: 6/30/83 (millions)	Total assets: % change '83 vs '82	Minimum initial investment	Annual expenses per $100
	Standard & Poor's 500 stock average			**4.1%**				
	FORBES stock fund composite			**2.9%**				
	FORBES balanced fund composite			**7.3%**				
	FORBES bond and preferred stock fund composite			**11.4%**				
	Money market funds†							
	These funds invest in various types of money market instruments							
19	**Cash Mgmt Trust of America** (800-421-0180)	11/76	—	9.3%	$535.5	–26.8%	$5,000	$0.54
34	**Cash Reserve Management** (212-742-6003)	1/77	—	9.6	4,783.4	–33.6	10,000	0.42
26	**Centennial Money Market Trust** (800-525-9310)	11/81	—	9.0	148.8	313.3	none†	1.07
20	**Chancellor Cash Fund** (800-528-6166)	4/82	—	9.2	18.9	190.8	1,000	0.60
26	**CIGNA Cash Fund** (800-225-5151)	10/82	—	—*	22.7	—	5,000	0.78
23	**CIGNA Money Market Fund**[42] (800-225-5151)	1/75	—	9.5	258.1	–8.5	500	0.55
39	**CMA Money Fund** (800-262-4636)	9/77	—	9.4	11,900.0	–14.4	none†	0.44
30	**Colonial Money Market Trust** (800-225-2365)	1/81	—	9.0	10.5	–23.9	3,000	1.07
29	**Columbia Daily Income Co** (800-547-1037)	11/74	—	8.7	451.3	–52.1	1,000	0.74
31	**Command Money Fund** (800-222-4321)	2/82	—	9.3	441.9	1,223.1	none†	0.50
26	**Composite Cash Management** (800-541-0830)	11/79	—	9.1	167.2	–52.5	1,000	0.91
33	**Connecticut Mutual Liquid Acct** (800-243-0064)	3/82	—	9.1	49.8	43.9	1,000	1.00
18	**Country Capital MM Fund** (309-557-2444)	10/81	—	8.8	22.1	18.8	1,000	0.96
34	**Current Interest-MM Portfolio** (800-231-4645)	6/74	—	9.2	1,157.8	–25.4	1,000	0.62
24	**Daily Cash Accumulation** (800-525-9310)	7/78	—	9.1	3,294.4	–39.4	500	0.59
26	**Daily Dollar Reserves** (800-221-3079)	6/83	—	—*	25.9	—	5,000	NA
33	**Daily Income Fund** (212-370-1240)	7/74	—	9.0	496.5	–36.9	5,000	0.70
31	**Daiwa Money Fund**[43] (800-221-4099)	12/81	—	9.5	30.4	39.5	2,500	0.94
48	**DBL Cash Fund-MM Portfolio** (212-480-4155)	2/81	—	9.5	907.8	–8.2	1,000	0.66
40	**Dean Witter/Sears Liquid Asset Fund** (800-221-2685)	9/75	—	9.5	6,062.6	–35.5	5,000	0.50
40	**Delaware Cash Reserve** (800-523-4640)	6/78	—	9.7	1,380.2	–39.7	1,000	0.78
15	**Dollar Reserves** (800-431-6060)	6/80	—	9.2	103.1	–8.6	1,000	1.04
51	**Dreyfus Liquid Assets** (800-645-6561)	1/74	—	9.8	8,039.1	–19.5	2,500	0.67
60	**Dreyfus MM Instru-MM Series** (800-645-6561)	4/75	—	9.5	1,137.4	–53.3	50,000	0.50
27	**Eaton Vance Cash Mgmt Fund**[44] (617-482-8260)	1/75	—	9.1	178.8	–35.6	1,000	0.69
31	**EGT Money Market Trust** (800-245-5048)	4/81	—	9.1	92.4	–39.7	5,000	0.92
34	**Equitable Money Market Account** (800-223-0970)	10/80	—	9.3	278.1	–26.9	1,000	0.85
36	**Fahnestock Daily Income Fund** (212-668-8178)	6/81	—	9.1	137.6	–12.8	1,000	0.77
22	**FBL Money Market Fund** (800-247-4170)	3/81	—	8.7	38.5	–31.1	1,500	0.96
38	**Fidelity Cash Reserves** (800-225-6190)	5/79	—	9.6	3,260.9	–15.7	1,000	0.87
35	**Fidelity Daily Income Trust** (800-225-6190)	5/74	—	9.6	2,631.9	–29.1	10,000	0.54
31	**Fidelity MM Tr Domestic Port** (800-225-6190)	5/79	—	9.4	1,479.1	20.4	250,000	0.42
22	**Financial Daily Income Shares** (800-525-7069)	3/76	—	9.3	196.8	–36.3	1,000	0.56
27	**First American Money Fund** (800-328-6020)	4/82	—	9.5	37.6	67.1	1,000	0.80
22	**First Investors Cash Mgmt Fund** (212-825-7900)	10/78	—	9.1	377.7	–40.3	1,000	0.85
17	**Founders Money Market Fund** (800-525-2440)	7/81	—	8.1	16.7	38.0	1,000	0.80
35	**Franklin Money Fund** (800-227-6781)	1/76	—	8.6	797.5	–34.6	500	0.79
46	**General Money Market Fund** (800-223-5682)	2/82	—	9.4	189.0	126.9	2,500	1.01
17	**GIT Cash Trust-Regular MM Fund** (800-336-3063)	12/82	—	—*	10.8	—	1,000	NA
33	**Gradison Cash Reserves Trust** (800-543-1818)	5/76	—	9.1	455.8	–36.7	1,000	0.80
24	**The Guardian Cash Management Tr** (800-221-3253)	9/82	—	—*	6.2	—	1,000	NA
48	**John Hancock Cash Management Tr** (617-421-2909)	10/79	—	8.8	441.1	–39.7	1,000	0.78
32	**Home Life Money Management Fund** (800-221-5733)	5/82	—	9.2	10.0	75.4	1,000	0.75
21	**Wayne Hummer Money Fund Tr-MM** (800-621-4477)	4/82	—	8.8	56.8	8.6	1,000	0.97
21	**Hutton AMA Cash Fund** (800-334-4636)	3/82	—	9.5	173.8	1,831.1	none†	0.92

*Fund not in operation for full period. †Most funds are no load. Some funds are offered as part of an integrated financial service account which has a minimum initial investment. [42]Formerly CG Money Market Fund. [43]Formerly D & D Money Fund. [44]Formerly Eaton & Howard Cash Management Fund. NA: Not available.

1983 Fund Ratings

Portfolio average maturity (days)[1]		Date started	Investment results: Latest 12 months return from capital growth	Investment results: Latest 12 months return from income dividends	Total assets: 6/30/83 (millions)	Total assets: % change '83 vs '82	Minimum initial investment	Annual expenses per $100
	Standard & Poor's 500 stock average			**4.1%**				
	FORBES stock fund composite			**2.9%**				
	FORBES balanced fund composite			**7.3%**				
	FORBES bond and preferred stock fund composite			**11.4%**				
	Money market funds†							
	These funds invest in various types of money market instruments							
34	**Hutton Invest-Short Term Invest Ser** (212-742-5000)	1/82	—	8.3%	$ 66.4	47.2%	$ 500	$2.12
44	**IDS Cash Management Fund** (800-328-8300)	10/75	—	9.6	902.4	–29.6	2,000	0.59
28	**ED Jones Daily Passport Cash Tr** (314-576-0100)	5/80	—	9.1	542.3	–35.1	5,000	0.92
36	**Kemper Money Market Fund** (800-621-1048)	11/74	—	10.0	3,435.0	–3.4	1,000	0.52
29	**Keystone Liquid Trust**[45] (800-343-2898)	7/75	—	9.0	239.5	–37.7	1,000	0.94
29	**Legg Mason Cash Reserve Trust** (800-245-5048)	10/78	—	8.9	213.0	–36.9	5,000	0.82
24	**Lehman Cash Management Fund** (800-221-5350)	1/81	—	9.3	660.0	–29.9	2,500	0.70
36	**Lexington Money Market Trust** (800-526-4791)	7/78	—	9.4	236.5	–27.1	1,000	0.93
27	**Liberty Cash Management Fund** (800-221-2450)	9/82	—	—*	12.6	—	1,000	1.50
27	**Liquid Capital Income Trust** (800-321-2322)	11/74	—	9.2	1,408.5	–33.5	1,000	0.62
36	**Liquid Green Trust** (800-862-7283)	11/80	—	9.2	122.3	–9.3	1,000	0.93
32	**Lord Abbett Cash Reserve Fund** (800-221-9995)	7/79	—	8.9	228.1	–40.7	1,000	0.86
42	**Managed Cash Account Trust** (800-343-2829)	1/82	—	9.0	30.5	117.9	1,000	1.00
36	**Mass Cash Mgmt Tr-Prime Series** (800-343-2829)	12/75	—	9.4	721.1	–26.8	1,000	0.68
27	**MassMutual Liquid Assets Tr** (800-451-1713)	8/82	—	—*	19.0	—	1,000	0.69
32	**McDonald Money Market Fund** (212-715-6213)	5/81	—	8.9	141.3	–32.0	5,000	0.71
29	**Merrill Lynch Institutional Fund** (800-225-1576)	12/74	—	9.2	1,042.1	–10.8	25,000	0.53
38	**Merrill Lynch Ready Assets Trust** (800-221-7210)	2/75	—	9.4	13,864.6	–37.4	5,000	0.43
34	**Merrill Lynch Retire Res Money Fund** (212-692-1807)	4/82	—	8.9	1,092.7	103.1	300	1.02
23	**Midwest Income Tr-Cash Mgmt Fund** (800-543-8721)	1/82	—	9.1	42.3	19.5	1,000	0.81
27	**Money Market Instruments Trust** (800-245-0242)	3/82	—	9.0	147.1	9.0	1,000	0.83
28	**Money Market Management** (800-245-2423)	1/74	—	9.1	292.5	–44.2	1,000	0.95
18	**Money Shares** (800-221-5757)	1/78	—	8.3	10.3	–41.5	1,000	1.23
23	**MoneyMart Assets** (800-221-7984)	6/76	—	9.5	2,625.9	–33.7	1,000	0.43
14	**Morgan Keegan Daily Cash Trust** (800-245-5051)	12/80	—	9.0	63.3	–38.9	5,000	0.98
29	**Mutual of Omaha Cash Reserve Fund** (800-228-9596)	3/81	—	8.6	20.7	–13.0	none†	1.19
35	**Mutual of Omaha MM Account** (800-228-9596)	7/79	—	9.1	312.6	–36.5	1,000	0.76
47	**National Cash Reserves** (800-223-7757)	4/82	—	9.3	31.0	18.8	1,000	0.57
36	**National Liquid Reserves** (800-221-2990)	8/74	—	9.6	1,537.4	–20.9	1,000	0.60
35	**Nationwide Money Market Fund**[46] (800-848-0920)	3/80	—	9.3	395.1	–12.7	1,000	0.74
39	**NEL Cash Mgmt Tr-MM Series** (800-225-7670)	7/78	—	9.5	688.2	–12.4	1,000	0.55
40	**Newton Money Fund Portfolio** (414-347-1141)	10/81	—	8.9	11.1	26.1	1,000	1.00
27	**Nuveen Cash Reserves** (800-621-7227)	11/82	—	—*	6.6	—	1,000	NA
23	**Offerman Money Market Fund** (612-541-8952)	6/81	—	8.9	8.4	–38.2	2,000	0.81
24	**Oppenheimer Money Market Fund** (800-525-7048)	4/74	—	9.3	1,064.8	–35.1	1,000	0.64
15	**Oxford Cash Management Fund** (800-441-7764)	2/83	—	—*	99.5	—	1,000	NA
32	**Paine Webber CASHFUND** (212-437-5306)	5/78	—	9.2	4,386.6	–31.6	5,000	0.49
35	**Paine Webber RMA Money-MM Port** (800-762-1000)	10/82	—	—*	222.4	—	none†	0.49
29	**Parkway Cash Fund**[47] (800-441-7786)	11/79	—	9.2	442.6	–40.9	1,000	0.81
25	**Phoenix Money Market Fund Series**[48] (800-243-1574)	7/80	—	9.2	39.1	–35.3	1,000	0.75
31	**Plimoney Fund** (713-757-5656)	3/80	—	8.8	45.2	–32.1	1,000	1.00
43	**T Rowe Price Prime Reserve Fund** (800-638-1527)	3/76	—	9.6	2,530.6	–27.0	2,000	0.67
24	**Prime Cash Fund** (800-437-1000)	4/83	—	—*	94.9	—	1,000	NA
29	**Putnam Daily Dividend Trust** (800-343-0929)	9/76	—	9.6	300.6	–18.7	1,000	0.78
12	**Renaissance Assets Tr-MM Port** (800-521-1264)	7/82	—	—*	39.7	—	1,000	1.01
29	**The Reserve Fund-Prime Portfolio** (800-223-5547)	11/71	—	9.5	2,010.7	–31.3	1,000	0.75

*Fund not in operation for full period. †Most funds are no load. Some funds are offered as part of an integrated financial service account which has a minimum initial investment. [45]Formerly American Liquid Trust. [46]Formerly MIF Nationwide Money Market Fund. [47]Formerly INA Cash Fund. [48]Formerly Phoenix-Chase Money Market Fund. NA: Not available.

		Date started	Investment results: Latest 12 months return from capital growth	Latest 12 months return from income dividends	Total assets: 6/30/83 (millions)	Total assets: % change '83 vs '82	Minimum initial investment	Annual expenses per $100
	Standard & Poor's 500 stock average		53.4%	4.1%				
	FORBES stock fund composite		63.3%	2.9%				
	FORBES balanced fund composite		36.4%	7.3%				
	FORBES bond and preferred stock fund composite		19.8%	11.4%				
	Money market funds†							
	These funds invest in various types of money market instruments							
27	LF Rothschild Earnings and Liquidity (212-425-3300)	4/82	—	9.2%	$360.2	43.2%	$2,500	$0.77
22	SAFECO Money Market Mutual Fund (800-426-6730)	4/82	—	9.6	16.6	133.8	1,000	0.51
19	St Paul Money Fund (800-328-1064)	11/79	—	8.9	97.0	–48.8	1,000	0.74
15	Santa Fe Cash Reserves (800-545-2098)	2/82	—	8.3	5.3	–55.8	1,000	1.34
35	Scudder Cash Investment Trust (800-225-2470)	7/76	—	9.0	896.5	–30.8	1,000	0.65
13	Security Cash Fund (800-255-3509)	10/80	—	8.7	57.0	–42.3	1,000	0.94
28	Selected MM Fund-General Port (800-621-7321)	10/77	—	8.8	36.6	–47.6	1,000	1.03
28	Seligman Cash Mgmt Fd-Prime Port (800-221-2450)	1/77	—	9.1	408.3	–52.7	1,000	1.06
39	Sentinel Cash Management Fund (800-526-3032)	10/81	—	9.0	29.5	13.9	1,000	0.75
27	Sentry Cash Management Fund (800-826-0266)	6/81	—	9.1	33.0	–35.9	1,000	0.86
36	Shearson Daily Dividend (212-577-5794)	6/79	—	9.3	4,335.9	–25.6	5,000	0.65
37	Shearson FMA Cash Fund (800-221-3636)	2/82	—	9.1	451.0	0.5	none†	0.75
35	Short Term Income Fund-MM Port (212-370-1260)	1/80	—	9.1	199.4	–28.3	5,000	0.75
9	Short-Term Yield Securities (713-626-1919)	5/78	—	8.7	22.2	–51.7	1,250	1.00
13	Sigma Money Market Fund (800-441-9490)	9/80	—	8.4	8.4	–43.2	500	0.94
33	Standby Reserve Fund (212-460-0680)	11/81	—	9.2	204.8	–2.1	2,000	0.64
15	State Bond Cash Mgmt Fund (507-354-2144)	2/82	—	8.4	4.1	–6.8	1,000	1.00
27	SteinRoe Cash Reserves (800-621-0320)	10/76	—	9.3	714.6	–21.9	2,500	0.67
29	Summit Cash Reserves Fund (800-221-7210)	12/82	—	—*	478.3	—	5,000	0.77
27	SUTRO Money Market Fund (800-652-1030)	2/82	—	9.1	100.5	–32.1	5,000	1.00
36	Transamerica Cash Reserve (800-343-6840)	8/80	—	9.4	266.0	–24.8	500	0.55
16	Trinity Liquid Assets Trust (800-441-7763)	1/83	—	—*	147.8	—	1,000	NA
27	Trust for Cash Reserves (800-245-5048)	2/80	—	9.0	165.3	–25.3	1,000	0.92
48	Tucker Anthony Cash Mgmt Fund (800-225-6258)	4/81	—	9.0	334.8	–7.0	2,500	0.86
37	United Cash Management (800-821-5664)	8/79	—	9.3	347.3	–36.3	1,000	1.03
26	USAA Mutual Fund-MM Fund (800-531-8181)	2/81	—	9.1	113.7	–27.9	1,000	0.96
26	The Value Line Cash Fund (800-847-4143)	4/79	—	9.6	468.9	–25.9	1,000	0.64
11	Vanguard MM Tr-Insured Portfolio (800-523-7025)	2/83	—	—*	10.3	—	1,000	NA
35	Vanguard MM Tr-Prime Portfolio (800-523-7025)	6/75	—	9.5	935.4	–22.4	1,000	0.49
29	Webster Cash Reserve (212-635-5055)	8/79	—	9.3	1,151.4	–16.7	1,500	0.64
14	Ziegler Money Market Trust (800-245-5048)	4/81	—	8.9	77.8	–44.3	3,000	1.06
	Municipal bond funds						Maximum sales charge	
	American General Muni Bond Fund (713-522-1111)	11/76	23.6%	8.8%	$ 52.8	126.6%	4.75%	$ 0.80
	D L Babson Tax-Free Inc Fund-LT (800-821-5591)	2/80	19.6	9.0	10.6	202.9	none	0.75
	D L Babson Tax-Free Inc Fund-ST (800-821-5591)	2/80	6.7	6.9	5.1	121.7	none	0.75
	Bullock Tax-Free Shares (800-221-5757)	2/77	21.9	8.7	44.6	91.4	4.75	0.98
	Calif Tax Exempt Bonds (800-223-7757)	5/83	—	—*	12.3	—	5.25	NA
	Calvert Tax-Free Reserves-Ltd Term (800-368-2748)	4/81	4.6	6.8	53.7	471.3	none	1.00
	CIGNA Municipal Bond Fund[49] (800-225-5151)	3/77	15.9	9.7	135.1	94.4	7.50	0.68
	Composite Tax-Exempt Bond Fund (800-541-0830)	1/77	17.4	9.4	63.2	3,226.3	none	0.32
	Country Cap Tax Exempt Bond Fund (309-557-2444)	11/78	22.5	6.7	3.6	100.0	5.00	1.50
	Dean Witter Tax Exempt Secs[50] (800-221-2685)	3/80	21.7	8.4	113.1	148.6	4.00	0.70
	DMC Tax-Free Income Tr-Penn (800-523-1918)	3/77	22.9	8.7	44.5	87.8	4.50	0.81

*Fund not in operation for full period. †Most funds are no load. Some funds are offered as part of an integrated financial service account which has a minimum initial investment. [49]Formerly CG Municipal Bond Fund. [50]Formerly InterCapital Tax Exempt Securities. NA: Not available.

1983 Fund Ratings

	Date started	Investment results: Latest 12 months return from capital growth	Investment results: Latest 12 months return from income dividends	Total assets: 6/30/83 (millions)	Total assets: % change '83 vs '82	Maximum sales charge	Annual expenses per $100
Standard & Poor's 500 stock average		**53.4%**	**4.1%**				
FORBES stock fund composite		**63.3%**	**2.9%**				
FORBES balanced fund composite		**36.4%**	**7.3%**				
FORBES bond and preferred stock fund composite		**19.8%**	**11.4%**				
Municipal bond funds							
Dreyfus Tax Exempt Bond Fund (800-645-6561)	10/76	20.5%	9.0%	$1,750.1	105.4%	none	$0.75
Eaton Vance Municipal Bond Fund[51] (800-225-6265)	3/78	25.0	8.0	12.7	71.6	3.75%	0.63
Federated Tax-Free Income Fund (800-245-5051)	10/76	26.5	7.8	49.0	35.7	4.50	1.60
Fidelity High Yield Munis (800-225-6190)	12/77	19.0	9.6	639.9	210.6	none	0.64
Fidelity Limited Term Munis (800-225-6190)	4/77	13.4	8.1	168.7	207.9	none	0.99
Fidelity Municipal Bond Fund (800-225-6190)	8/76	20.3	8.7	662.7	65.3	none	0.62
Financial Tax-Free Inc Shares (800-525-9831)	8/81	17.3	9.0	61.7	189.7	none	0.56
First Investors Tax Exempt Fund (800-223-6300)	8/77	22.5	8.3	189.5	209.1	7.25	1.29
Franklin Calif Tax-Free Inc Fund[52] (800-227-6350)	2/77	10.8	10.1	1,338.0	1,774.0	4.00	0.75
Franklin NY Tax-Free Income Fund (800-227-6781)	9/82	—	—*	43.8	—	4.00	NA
GIT Tax-Free Tr-High Yield Fund (800-336-3063)	12/82	—	—*	22.5	—	none	NA
John Hancock Tax-Exempt Inc Tr (617-421-4506)	1/77	14.4	8.7	127.3	265.8	8.00	0.84
IDS High Yield Tax-Exempt Fund (800-328-3800)	5/79	22.4	9.4	1,070.4	180.8	5.00	0.64
IDS Tax-Exempt Bond Fund (800-328-3800)	12/76	23.6	8.9	384.2	104.6	5.00	0.65
Kemper Calif Tax-Free Inc Fund (800-621-1048)	1/83	—	—*	26.3	—	4.50	NA
Kemper Municipal Bond Fund (800-621-1048)	4/76	24.3	9.4	328.3	97.7	4.75	0.56
Keystone Tax Free Fund (800-225-2618)	1/78	21.5	8.7	51.3	136.4	none	1.15
Merrill Lynch Muni Bd Fd-High Yield (212-692-2939)	11/79	19.5	10.0	292.9	233.6	4.00	0.75
Merrill Lynch Muni Bd Fd-Insured (212-692-2939)	11/77	19.3	9.5	540.9	412.2	4.00	0.91
Merrill Lynch Muni Bd Fd-Ltd Mty (212-692-2939)	11/79	0.8	7.5	460.4	137.3	1.00	0.54
MFS Managed Municipal Bond Trust (800-343-2829)	10/76	25.6	8.8	213.6	104.6	4.75	0.84
Midwest Gp Tax Free Tr-Ltd Term[53] (800-543-8721)	9/81	2.5	6.5	13.7	234.2	none	0.90
Mut of Omaha Tax-Free Inc Fund (800-228-9596)	1/77	14.7	9.0	86.3	133.2	8.00	0.84
National Secs Tax Exempt Bonds (800-225-7670)	11/76	21.8	8.5	32.0	91.6	5.25	0.99
NEL Tax Exempt Bond Fund (800-225-7670)	5/77	23.0	9.7	57.5	188.9	4.50	0.82
New York Muni Fund (800-221-2990)	4/81	12.6	8.0	55.6	705.8	none	1.92
Nuveen Municipal Bond Fund (800-621-7227)	11/76	20.1	7.9	255.4	65.0	none	0.74
Oppenheimer Tax-Free Bond Fund (800-525-7048)	10/76	27.2	8.5	54.6	90.9	4.50	0.92
T Rowe Price Tax-Free Inc Fund (800-638-5660)	11/76	19.9	8.9	972.6	193.8	none	0.65
Prudential-Bache High Yield Muni[54] (800-221-7984)	6/80	19.7	9.2	180.5	215.0	4.50	0.72
Putnam Calif Tax Exempt Income (800-343-0929)	6/83	—	—*	248.7	—	4.75	NA
Putnam Tax Exempt Income Fund (800-343-0929)	11/76	31.9	8.5	82.4	120.9	4.75	0.75
SAFECO Municipal Bond Fund (800-426-6730)	11/81	22.5	8.9	30.8	413.3	none	0.72
Scudder Managed Municipal Bonds (800-225-2470)	10/76	22.8	9.4	450.5	192.9	none	0.65
Selected Tax-Exempt Bond Fund (800-621-7321)	10/77	17.1	7.8	4.2	90.9	none	0.54
Shearson Managed Municipals (212-577-5794)	3/81	21.0	9.0	160.3	215.6	5.00	0.88
Sigma Tax-Free Bond Fund (800-441-9490)	8/79	24.0	7.4	5.5	161.9	4.75	1.52
SteinRoe Tax-Exempt Bond Fund (800-621-0320)	2/77	25.8	8.4	194.3	186.2	none	0.74
Tax-Exempt Bond Fund of Amer (800-421-0180)	10/79	22.1	8.1	90.7	297.8	4.75	0.95
United Municipal Bond Fund (800-821-5664)	11/76	17.0	8.8	177.8	139.6	4.00	0.76
USAA Tax-Exempt Fund-High Yield (800-531-8181)	3/82	15.0	9.0	80.2	1,062.3	none	1.09
USAA Tax-Exempt Fund-Intermed (800-531-8181)	3/82	11.2	8.8	45.7	872.3	none	1.18
USAA Tax-Exempt Fund-Short Term (800-531-8181)	3/82	1.4	7.2	35.9	248.5	none	1.15
Vanguard Muni Bond-High Yield (800-523-7025)	12/78	18.8	9.2	149.9	190.5	none	0.48
Vanguard Muni Bond-Intermediate (800-523-7025)	9/77	13.7	8.1	140.0	287.8	none	0.48
Vanguard Muni Bond-Long Term (800-523-7025)	9/77	18.1	8.9	225.4	154.1	none	0.48

*Fund not in operation for full period. [51]Formerly Vance, Sanders Municipal Bond Fund. [52]Formerly Franklin Tax-Free Income Fund. [53]Formerly Fourth St Tax Free Trust-Ltd Term Portfolio. [54]Formerly Chancellor High Yield Municipals. NA: Not available.

The Third World's huge debt gets the headlines. Often forgotten is its huge potential as a market for Western technology.

Technology

Edited by Stephen Kindel

If only...

By Stephen Kindel and Robert Teitelman

MOST PEOPLE LOOK at rural India and see only misery. Roger Little sees opportunity. Little, 42, is the president of Spire Corp., a Bedford, Mass. manufacturer of turnkey solar-cell module plants. "In India there are 500,000 villages with populations between 500 and 8,000 that don't have electric power," says Little. "The cost of electrifying those villages the usual way—tying them to a national power grid—would be astronomical. And in India the grid is so bad that 40% of the power generated is lost in transmission. But give each of those villages a solar-panel system for its minimal electricity needs, and you're talking about $20 billion a year in business."

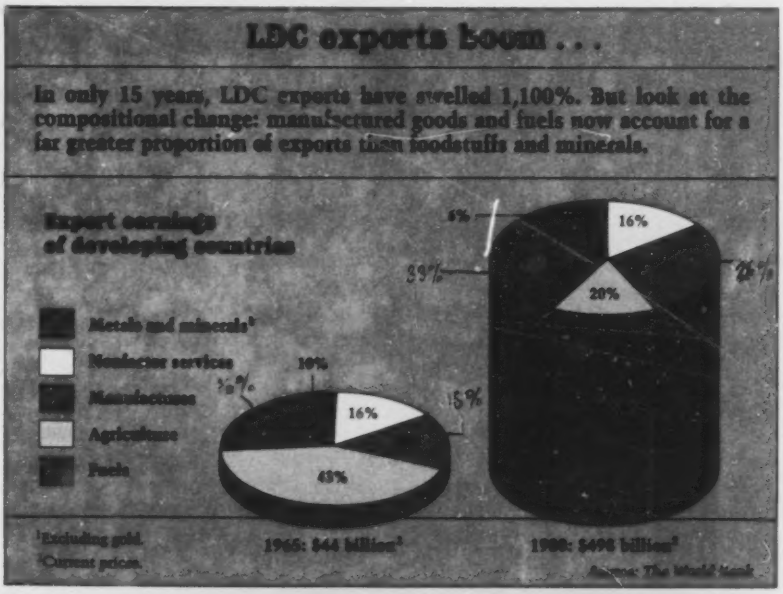
A modern equivalent of oil for the lamps of China? Maybe so, but it's a dream that stands a good chance of coming true. Photovoltaics, the most advanced form of solar technology, is a market of the future in the U.S. (FORBES, *Aug. 15*). But in the Third World the future is now. Solar-cell-powered water pumps and communication systems in villages and the countryside are a viable alternative to building huge new generators or stringing power lines across rugged mountains and burning deserts.

The result: Little's Third World business is growing by leaps and bounds. He has negotiated franchises for solar modules in India, Tunisia and Brazil and has joint ventures in Saudi Arabia, Egypt and, soon, Morocco. Spire's sales to the Third World tripled from 1982 to 1983, to an estimated $2.2 million. "It's strange," he says. "Most technologies begin in the U.S. [market] and are then exported. But, for photovoltaics, there's no U.S. market to speak of now. So we have to go overseas. The Third World is the only game in town."

The same is true of many other advanced technologies. The developing world's $500 billion-plus debt to the West may make the headlines, but it is a huge market for the West in everything from aircraft and heavy construction to communications gear. Overall, U.S. companies sold $59 billion worth of manufactured goods to the developing nations last year, fully 40% of American exports. That makes developing countries as a whole, in effect, the U.S.' largest trading partner—far larger than Canada ($33.7 billion), Japan ($21 billion) or the U.K. ($10.6 billion).

Moreover, despite everything—their debts, the "brain drain" of their best and brightest, the falling prices for the commodities most of them export—the developing countries are developing. The 94 nations the World Bank classes as developing now have a total domestic product of more than $2.4 trillion, almost as much as the U.S. GDP. And their growth has continued right through the recession. While the industrial economies of North America and Europe recorded a slightly negative rate for each of the past two years, the economies of the Third World grew at a steady 2%.

What makes the developing world "the only game in town" for Little's company, as well as for other advanced-technology firms, is the changing nature of development. There are fewer grandiose projects such as Ghana's huge Volta River plant, which produces aluminum that no one will buy because it costs too much. Instead, the Third World is looking for smaller, localized technology that would allow it to leapfrog into the modern era without disrupting its labor-intensive societies. Totally computerized automation, for example, can sometimes be more hindrance than help because it throws people out of work. But energy technology is another matter, as is housing. Since 1960 the number of cities in the Third World with populations greater than 1 million has risen from 53 to 125. By the year 2000 it will be 295, of which 70 may have populations greater than 4 million each.



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Meeting those needs has spawned a boom in global construction that, despite a 9% drop in volume last year because of the recession, still brought the world's contractors $123.1 billion in new foreign orders. Surprisingly, U.S. firms still are prime beneficiaries, even though they must find private financing for the loan guarantees Third World nations often require for large construction projects. American firms are the top 4 of 5 and the top 10 of 15 in *Engineering News-Record*'s list of the top 250 international contractors, and 46 American contractors managed to garner 36.5% of all foreign awards last year, for $44.9 billion worth of construction.

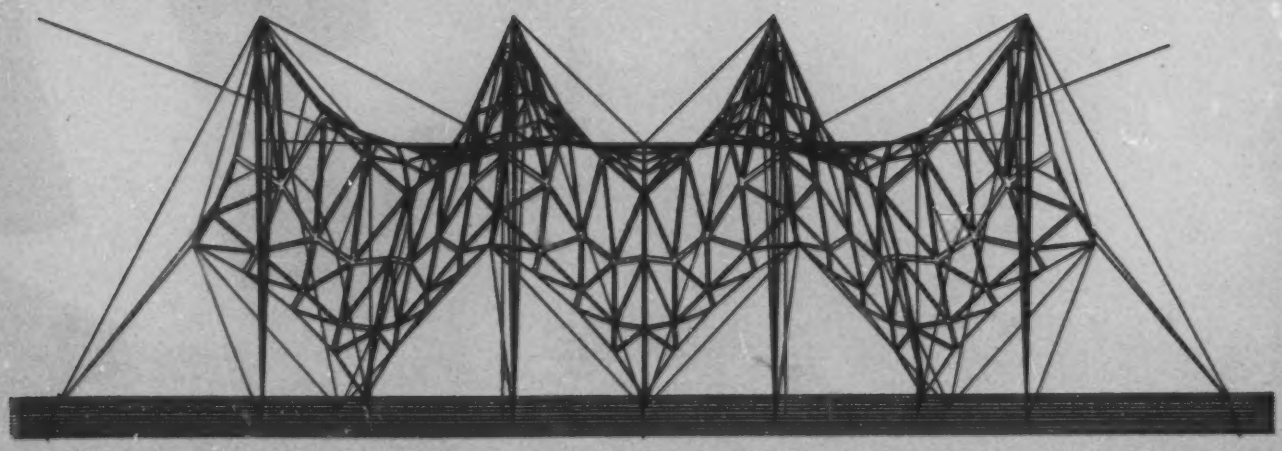
Technology suited to the Third World is a principal competitive element. Birdair Structures, a division of Chemical Fabrics Corp. of North Bennington, Vt., for example, used Teflon-coated Fiberglas as the roofing material for Saudi Arabia's huge Haj Terminal at the new King Abdul Aziz International Airport in Jidda, which is designed to accommodate the millions of Muslims making the pilgrimage to Mecca, Islam's holiest city, each year. The terminal roof, completed in 1981, spans 105 acres—about 80 football fields—at a cost of $180 million, far lower than the cost of a conventional reinforced concrete structure. In addition, the tentlike fabric roof reflects more sunlight (and is thus cooler) and is easier to maintain than concrete.

Architerra, Inc., an architectural design and consulting firm in Arlington, Va., has applied technology to a centuries-old form of housing to come up with a novel solution to the Third World's urban housing crisis. The firm, founded by French architect and engineer Henri Vidal, uses a combination of compressed earth and reinforced steel beams to create vertically stacked mountainside housing much like the *favelas* that now surround so many Third World cities. Architerra's houses are set into hillsides and covered with dirt on three sides and on the roof, leaving a southern exposure open behind a vertical glass wall. The result is an almost ideal passive solar-power-heated structure. Stacking the units vertically, one on top of the other, simplifies water delivery and sanitation. The concept has already been proved in the construction of resort communities in France and Spain.

Architerra hillside construction
A practical alternative to the favela.

Building new cities would be a useless exercise if there were no work for those who lived in them. But here too, developing nations are making progress. Brazil already has a flourishing aircraft industry, which exports medium-size propeller-driven planes to U.S. commuter airlines. Argentina has developed a flourishing arms industry. Singapore has steadily up-

The Haj Terminal in Jidda, Saudi Arabia (photo) *Below, a computer generated schematic of a stadium in Riyadh. Both combine advanced Fiberglas/Teflon material with traditional tent design to solve a critical construction problem.*



Technology

graded its industrial base, so that it is now a competitor for electronics firms looking not only for low-cost labor but also for high-quality scientific and engineering support.

All through the Third World, in fact, manufacturing has grown at an impressive pace. Once primarily agricultural, many Third World nations are taking on the look of developed economies in the proportion of their gross domestic product given over to industry and services. The 39 nations that the World Bank classifies as "lower middle income"—among them Kenya, Senegal, Bolivia, Honduras, Jordan and the Dominican Republic—now derive an average of 35% of their GDP from industry and 43% from services, while agriculture's share of production has fallen to an average 22%. Even in the poorest economies, the shift is on: In nations such as Bangladesh, Mozambique and Sudan, manufacturing and services account for 55% of GDP, while agriculture's share has fallen from 48% to 35% since 1960.

A shift of that magnitude, coupled with a large and rising GDP, spells opportunity for products tailored to the needs of the Third World. Companies such as Bausch & Lomb and Quality Measurement Systems, both of Rochester, N.Y., export digital read-out equipment to the developing world, where it is installed on manually operated machine tools. The result is a gain in productivity that, while not as high as that of total computer automation, is still substantial. More important, the products produced by DRE-coupled machine tools are often of high enough quality to compete in international markets, bringing in the hard currency desperately needed to pay off all those debts.

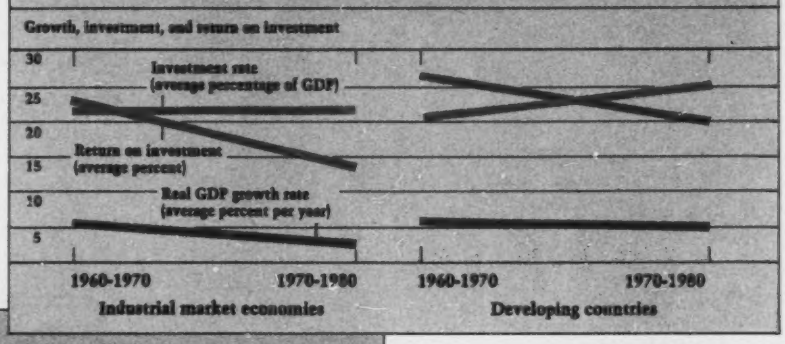
Instrument manufacturers aren't the only ones cashing in on the Third World's needs. Pharmaceutical companies, such as Sterling Drug and Pfizer, having licked most of the major diseases of the industrialized world, are tackling illnesses all but unknown in the West with "shelf-stable" vaccines that can be shipped to remote locations and stored without refrigeration. Aircraft manufacturers long supplied Africa and Latin America with military and civilian aircraft originally conceived for the needs of the industrialized West. Now they are working on planes designed specifically for developing nations.

For example, Lockheed Aircraft, whose Hercules turboprop is the largest-selling aircraft in the Third World, has developed several prototypes for transport planes that could carry bulk commodities at relatively low cost. That could have implications for the developed world as well. Right now, air freight is really practical only for high-value-added goods such as electronic parts, or perishable cargo such as table flowers. Design a plane that can carry coffee cheaply, and you change the economics of transport as well as of development.

The opportunities are there. Now if only the nations could develop a sound financial system that would get world trade growing again.

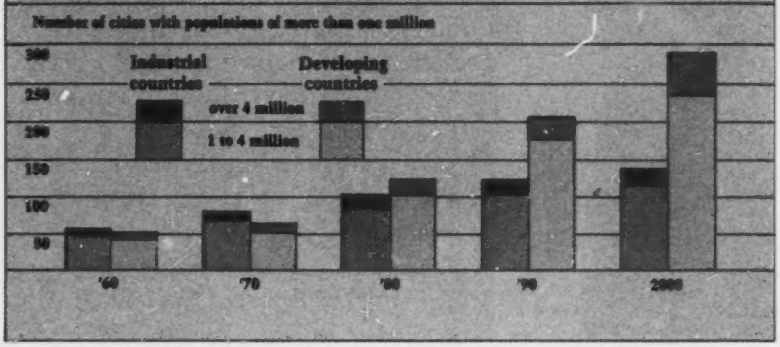
Economies grow . . .

Despite the recession, developing nations have maintained consistently higher growth and investment rates than the industrialized world. though the risks are higher, the payoffs have also been greater.



. . . and needs expand

Opportunity is predictable in the Third World. Populations are steadily urbanizing, so that investment must go to social infrastructure. Only advanced technology will make LDC needs affordable.



Life begins at 50

In information processing, the surest indication that an industry is about to take off is when somebody puts together a directory of users. The latest industry to be anointed: facsimile, a technology that has been around for over 50 years and that was nearly dead in the water only two or three years ago.

Facsimile machines translate a printed page or graphics into electronic signals to be transmitted over a telephone line (and, more recently, via satellite) and reproduced at the receiving end. It has become a nice little business, almost unnoticed, growing more rapidly in recent years than, for example, the more familiar telex. Installed fax machines in the U.S. jumped to 350,000 units in 1982, from 69,000 in 1975. That compares with only 130,000 telexes installed to date. For the future, projections are for a 15% to 20% compound annual increase in facsimile installations for the next decade, to 1.4 million units by 1992. Dollar value, according to Kenneth G. Bosomworth, president of

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International Resource Development, will be up nearly threefold, to $837 million, by 1992, from last year's $290 million *(see chart)*.

What caused the renaissance of fax? "Everybody thought the computer industry would come up with a work station that combined voice, text and image processing," says Stanley R. Greenfield, compiler of *The Facsimile Directory*. "But the bandwidth capacity required for transmission and the electronics to make it all work properly are just too expensive."

At the same time, the cost of new, semiconductor-technology-based facsimile machines was dropping dramatically. For example, a comparable 3M machine that cost $21,000 six years ago sells for $2,600 today. Most machines are now manufactured in Japan, even though they have American labels. This has turned the major American fax manufacturers into vendors and prompted them to emphasize service and reliability more than when they had captive markets. Such strategies helped office equipment maker Pitney-Bowes Inc. capture 6.4% of the 1982 fax market with a product line that it did not introduce until last September.

The Japanese brought in an elegant new technology called Group 3, for third generation. In the past, says Dennis Anderson, national sales manager of Panafax, a subsidiary of Japan's giant Matsushita, "the machines themselves were their own worst enemies." They took six minutes to transmit a single page and required an operator to dial the phone number and feed each page. The resolution was poor and the paper quality was worse. Group 2 machines, introduced in 1976, cut transmission time in half, but quality was still poor. Group 3 machines, by contrast, can transmit a page in about 20 seconds, and telephone bills are cut proportionately: $4 per page for an old Group 1 machine, vs. less than $1 for Group 3.

The fax companies also adopted international standards of compatibility. That means the latest Group 3 equipment can communicate not only with machines of its own generation but with most of Group 2 and even Group 1, which still make up half of the installed base.

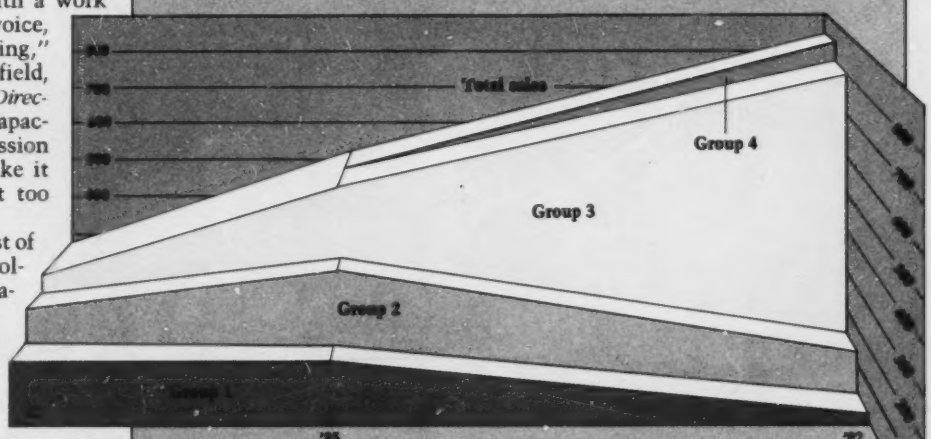
All this has made the fax market so attractive that competing document delivery services are getting into the business. Next year Federal Express Corp. intends to operate a new service that will use Japanese-made equipment to send facsimiles of documents across the country. Pickups and deliveries will be the same as far as the customer is concerned, but facsimile instead of airplanes will take care of the transmission. Federal claims the copies will be of such high quality that it would be a misnomer to call them faxes.

The facsimile vendors are not worried. "It's still not as convenient as having a machine right next to your desk," says Doug Brunson, senior vice president of marketing for Exxon's Office Systems Co. However the battle with the air couriers comes out, it's a new lease on life for a middle-aged technology.—**Jon Schriber**

Fax finally catches fire . . .

Driven by improved Japanese technology, falling price tags, and universal compatibility, the fax market will nearly triple in value in the next ten years. Most new equipment will be of the Group 3 type while next generation Group 4 units will not be much of a factor in the surge. These five-second-per-page machines require a wider bandwidth than phone lines, the current avenue of transmission for most traffic.

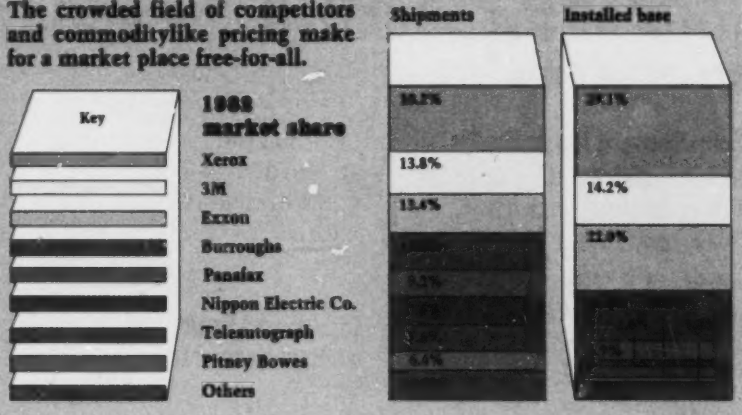
Facsimile equipment sales ($ millions)



Source: International Research Development, Nowalk, Conn.

. . . as vendors scuffle over market share

The crowded field of competitors and commoditylike pricing make for a market place free-for-all.



Source: International Data Corp., Framingham Mass.

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Mom, pop and the kids are great at running small businesses. But can they do as well for investors in giant corporations?

All in the family

By Paul Bornstein

DID YOU EVER NOTICE that the most successful restaurants usually seem to be those where the owner is always around? Sure, it's one thing to watch the chef and the headwaiter, and another to run a company with sales of hundreds of millions. But we wondered if it pays to invest in large corporations where a family owns a big chunk of stock and is actively involved in management.

To answer that question, we set up a simple test. First, we searched corporate records to find 50 firms in which one family or individual owned or controlled at least 30% of the common stock. Then we looked at the stock performance of these companies over the past 10½ years. We then compared this individual company performance with the performance of the relevant industry group as represented by the Media General Industrial Stock Indices.

The results are encouraging for all-in-the-family investors. From our random sample we found that it can indeed pay to buy into firms where the owners are on hand and calling the shots. In fact, we discovered that, of the 50 companies on our list, 31 did better than their industry groups, while only 19 didn't do as well.

In terms of absolute gains, the results are particularly impressive at Bruno's, a food store chain; Flightsafety International, a firm offering high-technology training services; Manor Care, which runs nursing homes; and Wang Labs, manufacturer of computers and word processors. Since the end of 1972, the stock of each of these firms has gained more than 2,000%.

The amount of control, however, doesn't seem to be closely correlated with price movement. The Coors family has 100% voting control but Coors shares went flat during the period covered by our analysis. Since this brewer went public in 1975, the stock has declined 18.5%, vs. a 93.8% gain for Media General's brewing and distilling industry. On the other hand, Omark Industries, with the smallest amount of owner control in the table below, performed much better than Media General's light equipment industry group, 358.7%, vs. 89.4%.

The last column in the table relates stock performance to industry performance. It indicates how a dollar in-

Where the owners watch the store

Here is a list of 50 companies, all owned 30% or more by members of one family. Over the past 10½ years, 31 have outperformed their industry groups, and the results for many have been quite good. The other 19 haven't done as well. But there is always a chance for new blood.

Company/industry	Name of family	% control or stock ownership	Recent price	—Stock performance— company since 12/29/72	industry index since 12/29/72	Relative movement company vs industry
Adams Drug/retail drug stores	Salmanson	69.9%	21½	–9.5%	78.1%	0.51
HF Ahmanson/savings and loan	Ahmanson	70.1[1]	34	11.5	69.6	0.66
Air Express Intl/freight handling and shipping	Mailman	37.7	13	205.9	73.7	1.76
Bandag/rubber and plastic	Carver	46.2	54⅞	56.8	26.8	1.24
Bruno's/retail food stores	Bruno	42.0[2]	20⅛	2376.9	190.0	8.54
Carter-Wallace/drugs	Hoyt	51.4	24⅛	–9.0	34.5	0.68
Adolph Coors/distillers and brewers	Coors	100.0[2]	25⅛	–18.5[3]	93.8[3]	0.42
Cox Communications/broadcasting	Cox	40.8	47¼	426.8	240.2	1.55
Dollar General/retail—discount	Turner	44.2	33½	570.0	78.1	3.76
Far West Financial/savings and loan	Belzberg	67.3	27⅝	96.7	69.6	1.16
First Charter Finl/savings and loan	Taper	34.7	33¼	23.7	69.6	0.73
First City Properties/real estate—investments	Belzberg	69.0	9¼	–62.5	–20.6	0.47
Flightsafety Intl/personal services	Ueltschi	38.8	32⅞	2112.3	86.2	11.88
Hechinger/retail	Hechinger, England	65.3	27¼	967.8	218.3	3.35
Hillenbrand Inds/health	Hillenbrand	63.0	46¼	180.3	90.8	1.47

[1]Including related trusts. [2]Voting control. [3]Less than ten years.

Source: Media General, Standard & Poor's.

Where the owners watch the store

Company/industry	Name of family	% control or stock ownership	Recent price	—Stock performance— company since 12/29/72	industry index since 12/29/72	Relative movement company vs industry
Illinois Tool Works/machinery—light equip	Smith	42.4[2]%	54	61.8%	89.4%	0.85
Lance/food, pkgd goods	Van Every	43.8	28½	78.1	38.9	1.28
Lawson Products/retail	Port	32.9	35¾	133.2	218.3	0.73
Longs Drug Stores/retail drug stores	Long	33.7	46¾	19.1	78.1	0.67
Lukens Steel/metals—iron and steel	Huston	34.0	14¼	–4.6	114.4	0.44
Manor Care/health services	Bainum	43.9	22½	3016.3	90.8	16.33
Mary Kay Cosmetics/cosmetics	Kay	34.6	31¾	669.7	–47.2	14.58
Meredith/publishing	Meredith	44.0[4]	38¾	481.3	261.4	1.61
MITE/machinery—light	Blinken	35.7[2]	35½	735.3	89.4	4.41
Molex/electronics	Krehbiel	50.4	70½	693.1	216.1	2.51
NCH Corp/chemicals	Levy	47.5	19	–56.3	52.1	0.29
AC Nielsen/business services	Nielsen	55.7	35¾	108.8	94.2	1.08
Nordstrom/retail apparel	Nordstrom	52.0	42¼	805.4	298.8	2.27
Northwestern Steel & Wire/metals—iron, steel	Dillon	63.1[2]	24	–30.4	114.4	0.32
Omark Inds/machinery—light equip	Gray	30.0	26⅜	358.7	89.4	2.42
Oxford Inds/textiles—apparel	Lanier	47.0[1]	47	1394.1[5]	211.6	4.79
Petrie Stores/retail—apparel	Petrie	63.2	36⅞	41.8	298.8	0.36
Playboy Enterprises/publishing	Hefner	67.1	11⅝	–36.7	261.4	0.18
Premier Indl/automotive	Mandel	62.3	34¼	608.6	–5.1	7.47
Presley Cos/building, building materials	Presley	34.9	20	221.5	62.9	1.97
Roadway Services/freight handling, shipping	Roush	36.4[2]	64½	387.9	73.7	2.81
AH Robins/drugs	Robins	36.3	25½	–32.4	34.5	0.50
GD Searle/drugs	Searle	32.0[1]	48⅛	40.9	34.5	1.05
Shapell Inds/building, building materials	Shapell	44.6	47⅜	129.7	62.9	1.41
Standard Register/business services	Sherman	76.0[2]	32½	473.5	94.2	2.95
Times Mirror/publishing	Chandler	31.2[1]	76	196.6	261.4	0.82
Tyson Foods/food—meat and dairy	Tyson	61.4	11¾	735.6	77.6	4.70
United Inns/hotels, motels	Cockroft	35.2	32	4.1	86.3	0.56
Vermont American/machinery—light equip	Thomas	44.9	20½	531.0	89.4	3.33
Wang Labs/business data processing	Wang	40.2[2]	39⅛	2714.8	66.8	16.88
Wean United/machinery—heavy	Wean	50.0[1]	7¾	82.4	51.3	1.21
Weis Markets/retail food stores	Weis	73.0	40	583.5	190.0	2.36
Winn-Dixie Stores/retail food stores	Davis	53.4[1]	56	78.8	190.0	0.62
Jack Winter/textiles—apparel	Winter	59.0	11⅛	156.7	211.6	0.82
Wometco Enterprises/broadcasting	Wolfson	36.0	36¼	482.8	240.2	1.71

[1]Including related trusts. [2]Voting control. [3]Less than ten years. [4]Including related Bohen family.
[5]Including market value of Lanier Business Products.

Source: Media General, Standard & Poor's.

vested in the individual company would compare with a dollar invested in a cross section of companies in its industry.

Look, for example, at Mary Kay Cosmetics, controlled by Mary Kay and her son. A dollar invested in Mary Kay over the 10½-year period outperformed a dollar investment in the Media General cosmetic industry group by almost a 14.6-to-1 margin. Mary Kay's stock appreciated 669.7%, while the cosmetic industry declined 47.2%.

Of course, not all family-owned outfits were able to outshine their peers. Hugh Hefner's Playboy Enterprises didn't do well for investors. While publishing stocks gained 261.4%, Playboy lost 36.7%. NCH Corp., run by the Levy family, lost 56.3%, while the index for the chemical group was up 52.1%. And Northwestern Steel & Wire, 63.1% owned by the Dillon family, was also a poor performer.

There is another potential negative for investors in family-controlled businesses. Takeovers are difficult, if not impossible, without at least some cooperation from the family shareholders. That isn't to say that these companies are invulnerable to merger activity. Tax or estate considerations, family squabbles or an offer that is simply too good to refuse can sometimes put a family-owned firm on the block.

The Taper family, for example, which has a one-third interest in First Charter Financial, a savings and loan association, has agreed to merge with Financial Corp. of America. But Air Express International apparently won't be going to the altar with Consolidated Freightways because of a union veto—even though J.L. Mailman, who holds 37.7% of the firm's stock apparently favored the sale.

The Belzberg family controls two of the companies in our table but, so far, the Belzbergs have been better at banking than at real estate. Far West Financial, a savings and loan, has gone up 96.7% since 1972, but First City Properties declined 62.5% in that same period.

Family ownership, of course, is no guarantee that a company will outperform others in its industry. But when the principals have a major part of their personal fortunes at stake, their best interests and those of company shareholders are often one and the same. Over the period we examined, family-owned companies outperformed their industry groups by a ratio of nearly 2-to-1. Those are the kinds of odds we like. ■